

THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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CHICAGO PACKERS BUY COW STUFF "SUBJECT"

Practically all of the Chicago packers have served notice upon the commission concerns that commencing on Monday, May 27, they will buy all cows and heifers subject to post-mortem inspection by the government inspectors. They have informed representatives of the shippers that on all this class of stuff settlement will be made only upon the actual value of the hides, tankage and offal.

This action on the part of the packers immediately met with a storm of protest from the commission men who naturally defend the system which has been in vogue, by which livestock raisers have been paid full prices for everything they sent to market whether it was condemned or not.

Packers in all other sections of the country became immediately interested in the matter and wondered what could be the meaning of the position taken at Chicago. The reason for it was that the burden of condemnations of all kinds has become so great that the packers feel that they are no longer able to stand it. They have hesitated, however, to buy subject to inspection because the farming interests and the livestock interests have been friendly to them in the past and it was not thought desirable to antagonize them if it were possible to secure the desired results of less diseased stock coming to market by some other procedure. The action taken, therefore, is really a notice to the farmers who have been in the habit of shipping diseased stock that they must clean up their farms and take every precaution to eradicate disease. While this notice has been given in a generous spirit it may easily be inferred that should it not produce the desired results the action will be extended to other classes of animals.

Though this action has been taken upon the initiative of the Chicago packers there is nothing to prevent other centres from doing likewise and it is probable that they will do so.

Immediately following the notice served upon the commission men at Chicago the latter met and passed the following resolution:

Whereas, Notice has been served upon the commission interests by representatives of the following packers, namely: Armour & Co., Morris & Co., Swift & Company, National Packing Company, Schwarzschild & Sulzberger, Libby, McNeil & Libby, G. H. Hammond Company and the Western Packing and Provision Company, that on and after Monday, May 27, 1907, they will refuse to purchase cows or heifers except subject

to post-mortem inspection, and if condemned settlement for such carcasses to be made upon packers' valuation of hides and tankage only; therefore, be it

Resolved, That it is the unanimous sense of the livestock commission merchants (members of the Chicago Live Stock Exchange) doing business at the Union Stock Yards, Chicago, that the proposed joint action of the packers named is unlawful, arbitrary, unjust to the producer and detrimental to the best interests of the trade; that if forced upon the sellers of livestock it will inevitably result in disorder, confusion and delay; that it will work a hardship and damage upon every producer and shipper of cattle; that it is unfair discrimination against every other buying interest and unjust to the butchers, speculators, Eastern shippers, order buyers and small packers, whose competition is needed on this market, and whom we feel are entitled to equal rights with the combination of packers referred to; that it will tend to restrict competition, and, if submitted to, prove the entering wedge for more unreasonable demands later.

Therefore, While we welcome and heartily support a rigid inspection for the protection of the public, yet, for the reasons above given, we, the undersigned, hereby bind and pledge ourselves to absolutely refuse to sell any livestock subject to post-mortem inspection (except under the restrictions and regulations now in force and imposed by the regularly constituted authorities of the city, state and national governments), to solicit the co-operation of other markets equally interested and to resist as one man any attempt to force upon the trade that which we know to be prejudicial to its best interests.

Copies of this resolution have been forwarded to commission concerns at all markets affiliated with the National Live Stock Exchange and another copy has been sent to the Bureau of Animal Industry at Washington.

One of the livestock papers prints this "caution":

The controversy between commission men and packers over the latter's ultimatum that they will not buy cows or heifers after next Monday unless subject to post-mortem inspection is still unsettled. Commission men say the packers will and the packers say they won't. It appears that the trade must wait until next week for further developments, but in the meantime local sellers say it would be well for country feeders and shippers to operate very cautiously in shipping cows or heifers. If packers enforce their rule it is going to be a hard job getting rid of butcher stock for a few days at least.

The American Meat Packers' Association has no connection with the action taken at Chicago, but it is very probable that its individual members would endorse the protest made against the constant shipment of animals

for food purposes and which have to be condemned to the tanks.

The movement at Chicago will be watched by the trade with the greatest interest, though it is not expected that the commission men can take any action which will be effective in face of the righteous stand of the packers. However, next week may be an important period in the history of the business.

WAKING UP TO FACTS.

The enforcement of the Federal laws respecting the shipment of meats has resulted, according to State Food Inspector George W. McGuire, in the people of New Jersey eating more impure meat than ever before. He says this condition has been brought about because rigid food inspection brings less meat from the West, and the people of this State are dependent largely on the output of local slaughter houses.

He says that in some instances cattle rejected at the big plants are being sold to smaller slaughter houses, where there is no inspection. It is also said that many of the smaller houses kill "bob" calves and diseased cows, no longer profitable for dairy purposes.

Mr. McGuire adds that his inspectors are doing all they can to abolish these unsanitary conditions, and inspections are being made as rapidly as possible, and the "unsanitary" places will be made clean.

J. O. ARMOUR IN PARIS.

J. Ogden Armour, who is in Paris, says that the American export beef trade is in better condition than ever before.

"Last year," he said, "it is true there was a big falling off in trade, perhaps as much as 75 per cent. At the present time, however, the trade is about normal again, and the prospects for a healthy increase are good. It is significant that both the British army and navy are again using our beef."

"How about British beef eaters?" he was asked.

"I cannot guarantee that the English people are actually eating American beef as before, but I know they are buying it," Mr. Armour said.

Although Mr. Armour has a number of horses entered in the London Horse Show, he did not, he said, expect to remain to see the show.

INTER-STATE COTTONSEED CRUSHERS

Tenth Annual Meeting of the Oil Men's Association Held at Jamestown Exposition. Attendance Breaks All Records.

(*Staff Correspondence by Telegraph.*)

The eleventh annual convention of the Interstate Cotton Seed Crushers' Association was held this week at the Jamestown Exposition. Though the attendance was very large it would appear to have been a mistake to hold a convention of this character in connection with an exposition.

The Association had a similar experience at St. Louis. Outside attractions were too strong for the rank and file of the members in attendance, and as a result the serious and important business of the convention was left to the few men whose interest in the welfare of the Association and the industry was sufficiently strong to outbid outside amusement attractions.

This Jamestown convention programme, so far as its special features were concerned, was possibly the best offered to any annual gathering of crushers since the formation of the Association. Subjects of vital importance to every man engaged in or affiliated with the industry were discussed by speakers of high standing. The programme had an educational value that should have appealed to every visitor. And yet the speakers of the last day were heard by pitifully small audiences.

It is hoped, however, that those who found it irksome to sit in a close hall within sight of the sea and within earshot of the War Path, will avail themselves of the opportunity to read in the pages of the convention report what they failed to listen to in the convention proceedings.

Members of the Association appear to have accepted the "Publicity Idea," which Jo Allison, L. A. Ransom and others have been urging upon them for some years. The enthusiasm with which all references to the value of advertising cottonseed products were received showed that the crushers are taking to the idea of a big "boosting" campaign, and their financial as well as their moral support for such a movement is expected from this time on.

The value of a good name—the rightful name—for cotton oil and products was impressed upon the convention by Chief Chemist Wiley of the Department of Agriculture. Dr. Wiley has always been a friend to cottonseed oil, but not when masquerading under other names. His views were so agreeable to the members of the Association that they made him an honorary member. They accorded the same distinction to Major John M. Carson, Chief of the Bureau of Manufactures at Washington, who has been making a specialty of booming foreign markets for cotton seed products during the past year.

Major Carson talked to the convention about extending foreign markets, and N. C. Fowler, of Boston, about cultivating the immense home field. Both addresses were brimful of educational value.

The annual revision of the trading rules was marked by a surprising triumph for those in the Association who believe in the

utmost measure of fair play for all parties to a trade in any cottonseed product. This was the adoption by the Rules Committee and later by the convention without a dissenting vote of a new classification for cottonseed cake and meal. By this classification cake and meal are separated into two divisions, the higher grade edible product and that suitable for fertilizer and similar purposes.

The old ammonia content classification was retained under the title of "Standard," while a "Food classification" was provided for cake and meal on a protein and fat percentage basis. Under the new rules a seller will get proper remuneration for the grade of product

are as follows: President, Luther A. Ransom, Atlanta, Ga.; vice-president, Henry J. Parrish, Memphis, Tenn.; secretary and treasurer, Robert Gibson, Dallas, Tex. The selection of the next place of meeting is left, as is customary, to the Executive Committee, but it is more than likely that a Valley city will be chosen and that hereafter the policy will be to centralize the convention location and devote the chief effort to making the annual meeting more of an occasion for serious business conference and less of a pleasure jaunt.

FIRST DAY

The convention was called to order in the large convention hall of the Inside Inn about 11 a. m. on Tuesday. As usual, delegates were slow in assembling, and on this occasion the cold weather and chilliness of the surroundings were conducive to additional delay. A roaring fire of logs had been kindled in the immense open fireplace on the west side of the hall, and this proved the center of attraction. Finally members were herded to their seats by the two sergeants-at-arms appointed by President Bailey, and the large contingent of ladies present were given the front rows of chairs for the opening exercises.

The convention was called to order by Vice-Chairman Allison of the Committee of Arrangements. The crowd expected one of Jo Allison's eloquent addresses, and was disappointed when he simply introduced the speakers. The Rev. George E. Booker of Norfolk delivered a long and eloquent invocation, in which he asked the blessing of the Almighty on all such organizations as this, which were endeavoring to increase the material welfare of the country.

Address of Welcome.

Hon. Barton Myer, Governor of Ways and Means of the Jamestown Exposition, in the absence of President Harry St. George Tucker, welcomed the convention to the Exposition. The speaker apologized at great length for the unpreparedness of the Exposition and its attractions, and gave some of the reasons for the delay. He told the visitors of the many things they could see at this time, however, and it was surprising how much there was ready to be seen. He said, among other things:

"It is a great pleasure to welcome you here. We welcome you as a Southern organization to a Southern Exposition—the first International Exposition held south of the Mason and Dixon's line. In extending this welcome to you, we regret that we have to give some apology that the Exposition is not complete as we would like it to be, which has been caused by continued rains during March and April, delayed shipments of exhibits and the fact that all machinery manufacturers are behind with orders. However, so far as our information goes, unpreparedness is not unusual in expositions. We opened on time. We kept our word in that respect. You will find, however, that the reports are greatly exaggerated so far as the Exposition is concerned; it is pretty nearly complete, and will be by the 10th of June. In fact, all the buildings are complete except one convention hall which it was only decided to build a short while ago.

"Among the buildings there are some which will be of peculiar interest. In the States exhibits building are assembled collective exhibits of leading States. One of



LUTHER A. RANSOM, Atlanta, Ga.
President Inter-State Cotton Seed Crushers' Association.

he turns out and the buyer will know what is coming to him.

Other than this there was no material alteration of the trading rules. The tendency was to make them uniform and consistent throughout and as fair as possible to all parties and to all sections. The expected movement for a rule defining "Basis prime" crude oil did not materialize. It was recognized that the conditions of the past season had been unusual and unique and it was thought wise to pursue a conservative course in this regard.

The Association elected a set of officers which promises to put new vigor into its work for the ensuing year. The new president is the "Apostle of Publicity" and has the happy faculty of inspiring those around him to prodigious and effective effort. The new vice-president is an authority as well as a veteran in the oil mill field and the new Board of Governors is made up of live, energetic workers. It promises to be a great year for the Association.

The officers elected for the ensuing year

those that is most interesting is South Carolina, where you will find that cotton seed has been used in a most happy manner in its ornaments. It is worked so prettily in the drapery that you would hardly suspect it as being made of cotton seed. Georgia, North Carolina, Virginia, Kentucky, Louisiana and some of the other States are putting up pretty buildings. Another building of interest is the Pure Food building. A number of exhibits are installed and in two or three days, when gas is turned on for the stoves, many of them will be in operation serving samples of pure food products, and we want the ladies especially to partake of these samples.

Exhibitors at Fault.

"The exhibit space set apart for manufacturers and commercial interests is larger than any space ever set aside except at the Chicago Exposition, and while these are not all in place it is not the fault of the Exposition Company, but the fault of the exhibitors. One reason for this is the shortage of machinery and the congestion on the railroads that has delayed transportation; also labor troubles. These are causes that could not be helped, but which need to be understood. Our welcome is extended to you, and it is a source of regret that we will not be able to meet you personally, but you must feel that you are in Virginia, and that you are all welcome, and we hope you will remain with us until the weather becomes as warm as our welcome is for you."

Mr. Allison: Ladies and Gentlemen: The gentleman to whom belongs the responsibility of responding to this hearty welcome needs no introduction. His name is known wherever the influence of this Association has been felt. Whenever work is needed he is right there and the monument of his work stands in this Convention to-day. It is my pleasure to present to this Convention our Vice-president, Mr. Luther A. Ransom, of Atlanta, Ga.

Response to Welcome.

Mr. Ransom: Chairman, Ladies and Gentlemen: I dislike to return evil for good, but our Chairman, with all his good qualities, is one of the most unreasonable men I have ever known. Yesterday and until 1 o'clock last night he kept the Rules Committee in session, at which time he sent me to bed cold, and now he expects me to respond to the eloquent welcome which you have just heard. It is almost impossible to respond to the address just heard from the distinguished officer of the Exposition, but it is not surprising, as you know what to expect from a Virginian. Hospitality is indigenous to the soil of Virginia. It grows and thrives here. Three hundred years ago, when our ancestors sailed up these beautiful waters, they were met by people polite and friendly, and it has always remained so with the people of Virginia. That continued until the British thought they owned the earth, and even then in asking the natives to go the Virginian was simply carrying out the true hospitality of "welcoming the coming and trying to speed the parting guest." When they failed to go, one John Smith was kidnapped, carried up the river, and as you know was saved by the brave Princess Pocahontas, for she, like all other girls I know, could see no use in killing a good-looking man.

Virginia afterwards turned its attention to raising Presidents, but the room got a little crowded for Presidents and a great many left for Ohio and started to raise Presidents out there. But those we are interested in are the ones who went to the South and Southwest and thought it better to raise cotton. From their efforts sprang the great cotton seed industry, and which is represented here to-day. We are here to show Virginia what her ancestry has brought about. With such examples to inspire us it is not possible to fail in promoting our industry to its highest position. We thank the gentleman for welcoming us so heartily, and when we return home it will be with many happy recollections of Virginia and the Jamestown Exposition.

The welcome in behalf of the Virginia trade was extended by John Aspegren for the Portsmouth Cotton Oil Refining Corporation, of which he is the chief official, and which is about the only cotton oil concern in Virginia. Mr. Aspegren said:

Welcome from Virginia.

"All who were present last year at our convention at Atlanta will remember the true Southern hospitality and the typical courtesy of the Atlanta delegation. They will also remember how, at the conclusion of the convention, the representatives from nearly every State competed in offering inducements to the Association to hold our meeting in their respective States. I was one of those who tried to have the convention meet in the State of New York, which I represented on the Governing Committee. Little did I then dream that I would have the opportunity of wishing you all welcome to the glorious State of Virginia, and on behalf of the cotton oil mills of this State—or rather, of the Portsmouth Cotton Oil Refining Corporation, as I believe this is to-day the only active cotton oil mill in the State.

"We can not compete with Atlanta, Memphis, New Orleans or Dallas in entertaining facilities, on account of the scarcity of oil mill men located in this State, whereas

sure that if the cotton seed products trade could interest the women in the use of their products, that would be all that was necessary to assure universal use of them.

After the formalities of welcome and response were finished the Association got down to business. President F. H. Bailey, of Paris, Tex., assumed the chair and brought the convention to order for the regular proceedings. His annual address was a comprehensive review of the work of the past year, and was listened to with attention. President Bailey said:

PRESIDENT BAILEY'S ADDRESS.

Brother Members of the Interstate Cotton Seed Crushers' Association.

In eleventh annual session I greet all of you to-day, and offer you my heartiest congratulations upon the continued prosperity of the grand Association of which we enjoy the proud distinction of being members, trusting that the years to come will be as fruitful of success in upbuilding and maintaining the objects for which we are associated together as those that have passed since the formation of this organization, and that the bonds of equity and justice which have held us so firmly together may remain forever untarnished and unbroken.

When one year ago, by your partiality and kindness, I was called to the highest office within your gift, the grave and important duties to devolve upon me, and the heavy responsibility I was to assume, filled me with many misgivings as to my ability to satisfactorily perform the task with which I was confronted. But my regard for the Association, its principles and purposes, was such that I resolved, if energy, zeal and a conscientious performance of duty could supply the skill I needed, then you would have no cause to regret the honor conferred upon me. In all my official acts I have been guided by this resolve, and have ever had in view the best interests of the Association, and though my judgment may at times have been at fault, no error can be ascribed to my motives.

The Association.

Since the organization of the Association with but a handful of earnest, progressive members at Nashville, Tenn., July 16, 1897, its growth has been constant and continuous, and we assemble to-day with a larger membership than at the opening session of any previous meeting in our history. But our work in securing new members is by no means complete, and must not be permitted to lag. There is yet abundant material outside of our organization that should be brought into it.

The cause in which we are engaged is one that should possess the profoundest interest for every person in any way connected with the cotton oil industry, and only when our purity of intent and purpose shall have been sullied by selfishness and dissensions will our laudable purposes fail of accomplishment. Let us permit no disturbing element to mar the harmony now existing, but let us unceasingly work together for the promotion of its interests and the diffusion of its principles, to the end that its benefits may be more universally felt and acknowledged.

Through our equitable code of rules governing all transactions in cottonseed products, sellers and buyers are protected alike in their rights, differences are promptly, equitably and inexpensively adjusted by the Association arbitration committees, and a resort to the courts is seldom, if ever, heard of.

The Bureau of Publicity, as will be shown in their report to be submitted for your consideration, is indefatigable in the work of finding new uses and new markets for all the products of cotton seed, and is accomplishing all that can be expected of them with the money at their disposal.

In our watchful attention to all legislation in any manner affecting the cotton oil industry, as well as in many other matters not necessary to recapitulate, the Association stands for the protection and benefit of all who are in any way connected therewith. We are, it is true, doing a vast deal of work that benefits some cotton oil mills, refiners,



FRANK H. BAILEY, Paris, Tex.
Ex-President Inter-State Cotton Seed Crushers' Association.

May 25, 1907.

exporters and dealers that do not belong to the Association, or contribute anything in support of the advantages they derive from our acts. This is not fair, it is not just, and it should be our constant endeavor to further and continue to perfect the objects for which we are associated together, until the time shall arrive when no one engaged in manufacturing or handling cottonseed products will be able to do business therein in a satisfactory or remunerative manner without being a member of this Association.

I am glad to be able to state that the financial condition of the Association is all that could be desired, and in proof of this assertion I refer you to the reports of your Secretary and Treasurer.

The Committee on Rules.

This committee, as provided in the by-laws, met three days in advance of this annual session, and will present such amendments to the rules as the experience of the past season's business seems to them necessary. Ample notice of the time and place at which the committee would meet was given to all members, and most careful consideration has been given to all amendments proposed.

The committee is composed of fair-minded, conservative members of many years' experience in the business, who have large interests at stake, both as sellers and buyers of cottonseed products, and their report will embody the best possible solution of the amendments necessary to conserve the interests of all members. It is hoped that no captious objection will be made to any proposed amendment for personal reasons, but rather that the general good of the entire membership will alone be considered in passing on the amendments submitted as the mature judgment of the committee.

The Bureau of Publicity.

You are aware that at the session of the Association held at New Orleans two years ago provision was made for establishing a Bureau of Publicity, and dues were prescribed to provide a fund for carrying on the work made incumbent on the committee to be appointed. As stated in the report of President Hamilton at our session held at Atlanta last year, so much dissatisfaction was developed to the payment of dues to carry out the purpose for which they were levied that a meeting of the executive committee was held and the Secretary of the Association was instructed to suspend their further collection and return the amount already received by him. This action of the executive committee was reported to and approved by the Association at our last annual meeting.

Notwithstanding they were left without funds for the prosecution of the work contemplated, this committee, composed of L. A. Ransom, Jo W. Allison and B. F. Taylor, kept undauntedly at work, and submitted a very interesting and instructive report at the Atlanta meeting, showing the condition of the cotton oil industry; the intrinsic value of cottonseed products; the action taken by other manufacturing industries to improve conditions, and stated their ideas of what a publicity bureau should be and what it should do, concluding with an eloquent peroration relative to the great industry we have created within a generation, the vast number of articles of prime necessity to the world we have produced and the future that awaits us if we but seize the opportunity knocking at our doors.

It is unnecessary to further allude to this report, as it has been in print for nearly a year, and has no doubt been read many times over by every one present. Its presentation at our last meeting, perhaps more than any other one thing, led to the adoption of an amendment to the by-laws by unanimous vote, prescribing dues to be paid by crude mills and refineries to create a separate fund for the use of the Bureau of Publicity.

Recognizing their adaptability for the work to be done, I reappointed the members that constituted the committee the previous year, and the work they have done has shown the wisdom of their selection. They will submit

their report during our meeting, and it will deserve your careful attention as treating of subjects of vital importance to our industry.

Foreign Trade Relations.

Practically the same conditions as were detailed in the report of the Committee on Legislation at our last annual session relative to the import duty imposed by certain European countries on cottonseed oil prevail today, and the recommendations then made apply with equal pertinence now.

Austria, Spain and Italy impose duties virtually closing these markets against American cotton oil. Germany threatened for a time to do the same, but an amicable adjustment of trade differences by the North Commission appointed by our Government has quieted our apprehensions relative to that country at least for a time, as there is not to be any further discrimination on the part of the German Government before the first of July next year.

In a message dated Paris, December 5, 1906, the Associated Press conveyed the information that the French Government threatened cotton seed and cottonseed oil, of which there is an enormous importation from America, with almost prohibitory duties, and the Department of State at Washington was appealed to through your Association to avert

cottonseed meal and linters, in the countries to which the Consuls receiving this letter were accredited. The result of this action is that the Consuls have taken hold of this work with vigor and are sending in a great number of reports. As Major Carson is to address the Association during the present meeting, and will give us some very interesting information on the scope of this work, it is not proper that I should give it more than mere mention.

Shortly after the beginning of the present year I was informed by Major Carson that there was an unexpended balance appropriated to the use of the Department of Commerce and Labor by Congress the previous year for the purpose of sending representatives abroad to investigate and report on the use of cotton products, and that the Department was disposed to expend this balance in exploiting cottonseed products in foreign countries by sending a special representative abroad for this specific purpose, but desired to confer this appointment on some one identified with the business who was entirely satisfactory to the cotton oil trade.

After a good deal of correspondence and resultant delay, the Executive Committee of the Association joined others in recommending Mr. J. L. Benton, of Monticello, Ga., the manager of an oil mill, secretary of the Georgia Cotton Seed Crushers' Association, and an exceptionally bright business man connected with other important industries. Mr. Benton visited Washington, conferred with Major Carson, was tendered and accepted the appointment and is now in Europe on this important mission. There is no question but what he will give a good account of his work and furnish much information of value relative to what may be accomplished in increasing the trade in cotton seed products in foreign countries.

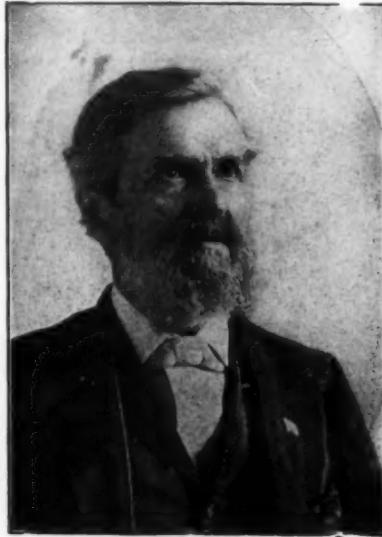
The Association owes a debt of gratitude to Major Carson for the great interest he is taking in our industry as shown by his official acts in the particulars noted, and we are exceedingly fortunate in having so able a friend at court. He has made very valuable suggestions as to continued appropriations for the purpose of exploiting our products in foreign countries, and has not hesitated to suggest the propriety of such appropriations to members of Congress.

Besides the valuable data obtained by United States Consuls and to be obtained by our special representative, Mr. J. L. Benton, the literature being sent out by the Bureau of Publicity reaches Europe as well as every hamlet in this country, and combined are causing a great many inquiries to reach us from home and foreign countries which may be expected to largely increase in volume. We are sure to receive a great deal of information for which we have asked, exactly the character of information we need, and it is very important that a conclusion be reached at this session as to the use we will make of the opportunities that will be shown for vastly increasing the foreign trade in cotton seed products. It won't do to say let the Bureau of Publicity handle the proposition. They are now doing far more work than we have a right to expect gratuitously, or virtually so, of business men whose time is to their personal interests a valuable asset. It will not do to temporize with this question; it should be determined now.

In the endeavors that have been made to secure appropriations from Congress for the purpose of sending special agents abroad to investigate foreign markets for cotton seed products, the Association has had the earnest and continued support of a number of Southern Senators and Representatives. One of the ablest and most prominent of these, Hon. Albert S. Burleson, of Texas, I am pleased to state, is to favor us with an address in which he will have something interesting to say on the necessity for special agents to find new markets for cotton seed products. "Attend that you may receive instruction."

Standing Committees.

Reports will be presented for your consideration by the Executive Committee, Com-



ROBERT GIBSON, Dallas, Tex.
Secretary-Treasurer Inter-State Cotton Seed Crushers' Association.

this action if possible. A short time since we had the assurance that by the prompt intervention of Ambassador McCormick all danger from this source had been temporarily averted. The latest information we have, however, relative to the situation in France as it relates to cottonseed oil, is contained in a communication from Washington to one of the official organs of the Association, and is by no means reassuring in tone. It is based on a report to the Department of Commerce and Labor by Consul General Frank H. Mason of Paris, just made public, and but for its length would be incorporated in this address.

The importance to our industry of being able to market cottonseed oil in foreign countries under reasonable restrictions is such that we should make an earnest effort to induce our Government to request a removal of the present high tariff on this commodity. How best to accomplish this result should receive your most earnest consideration.

During the latter part of last year Major John M. Carson, Chief of Bureau of Manufactures, Department of Commerce and Labor, sent abroad 300 printed copies of a circular letter I issued after consultation with him, to the United States Consuls throughout the world asking for statistics relative to the use of cottonseed oil, cottonseed cake, cot-

mittee on Rules, Committee on Appeals and Grievances, Bureau of Publicity, Legislative Committee, the Committees on Arbitration at Dallas, Tex., New Orleans, La., Memphis, Tenn., and New York; committee of chemists, the governing committees of the several States and by ex-President J. C. Hamilton, on the status of the press cloth litigation. All of these are of such importance as to demand your undivided attention.

Necrology.

It is with sincere regret that I announce the deaths since our last annual meeting of the following members:

Thomas P. Sullivan, at New Orleans, La., August 23, 1906.

Louis K. Bell, at Bedford, N. Y., September 3, 1906.

M. J. O'Shaughnessy, at Nashville, Tenn., October 20, 1906.

A. E. Thornton, at Atlanta, Ga., April 2, 1907.

These members were prominently identified with the cotton oil industry for many years. One of the number, A. E. Thornton, served the Association as President for the year beginning May 16, 1901, and was an active participant in the business transacted at our meeting held at Atlanta, Ga., last year. I recommend that committees be appointed to present resolutions expressive of the loss the Association and the industry has sustained in the deaths of these members.

Our Guests.

Your executive officers have been persistent in urging all members to bring the ladies of their families to this meeting, and it is gratifying to welcome those present. We recognize the beneficial effect of your presence and hope you will enjoy every moment of your stay.

An especially interesting and instructive feature connected with our meeting within the grounds of the Jamestown Exposition is that it affords us to visit the splendid exhibit of The Southern Cotton Oil Company, in the Pure Foods Building. Here toothsome dishes are served and a practical demonstration is going on all the time and is to be continued until November 30, of the uses of the healthful and delicious Wesson cotton oil. The Southern Cotton Oil Company has invited every one of you to visit this exhibit and partake of the delicacies being served. Speaking for the Association, and in behalf of the cotton oil industry, we particularly desire that the ladies avail themselves of the opportunity here presented for seeing and learning for themselves of the value of cottonseed oil above all other fats in the preparation of the most dainty dishes. We want every one of you to profit by the lesson this demonstration teaches, and firmly resolve that cottonseed oil, or compounds of which it is a constituent, is the only shortening that shall any longer have a place in your households.

Before closing this address, I desire again to impress upon every member the necessity of lending a helpful hand in strengthening this organization. Should malice assail your Association, and by suggestion attempt to sow doubt and dissatisfaction; should innuendo assail those upon whose shoulders you have placed the cares of office, turn to the proceedings of your sessions and you will find that every voice has had opportunity and the privilege of being heard in all the deliberations of this body of representative men. Learn these things for yourselves, and knowing your Association as you should know it, you will become its missionary and will carry the story of its advantages to your brother man and invite him to share them with you.

Assuring you that my heart holds more gratitude than my tongue has language to express, I come to-day to return into your hands the trust with which you have honored me, and the possession of which has been one of the proudest distinctions of my life. It is a pardonable pride which swells a man's bosom at the knowledge that he has been chosen among so many more gifted of his

fellow to be the chief executive officer of such an organization as this, and the kind consideration which magnified my humble talents and raised me to such a high and honorable position, will not on my part ever lack remembrance.

From those members with whom I have had official intercourse, I have always received the courtliest treatment, and I sincerely thank them one and all, with the assurance that the relations which have existed between us are, for me, regrettably terminated. Prominent among them stand Vice-President Luther A. Ransom and Secretary Robert Gibson. As conscientious, faithful and efficient officers they are without superiors in any organization, and I am satisfied that their every official act has been performed in the interest of and for the good of our Association. No men are better qualified to fill the offices of President and Secretary, and no men will ever bring to the performance of duty greater zeal or higher abilities.

Ernest Lamar, of Selma, Ala., moved the thanks of the Association to President Bailey for this able address and the customary reference of the document to a committee for consideration and report on its recommendations.

Secretary and Treasurer Robert Gibson, of Dallas, Tex., followed with his annual report. The veteran secretary was given the

interest is being evinced in its success by all of our officers and members, and that year by year it is steadily growing in membership and influence, and bids fair to attain the prestige you all anticipated in its organization some ten years since.

In this connection I beg to thank President Bailey and Vice-President Ransom for the valuable assistance rendered me in the performance of my duties for the past year.

The following statement will show the results for the past year. When we met in Atlanta this month one year ago, we had 390 members. With the many that joined at that meeting, and the number that joined throughout the year, we had, on the 1st of May this year, 485 members in good standing, by states as follows, giving total amounts collected for the association and the bureau of publicity:

State.	Mills.	Firms.	bers.	Asso.	Bu. Pub.	Collected for	
						Mem.	Total.
Ark.	16	2	18	\$180	\$142.00	\$322.00	
Ala.	25	5	30	300	164.50	465.50	
Ga.	58	11	69	690	372.25	1,062.25	
La.	30	20	50	500	285.00	785.00	
Miss.	36	5	41	410	232.00	692.00	
N. Car.	28	1	29	290	140.00	430.00	
S. Car.	43	6	49	490	220.00	710.00	
Tenn.	11	24	35	350	125.50	475.50	
Ky.		3	3	30	30.00	60.00	
Penn.		2	2	20		20.00	
Mass.		2	2	20		20.00	
N. J.		2	2	20		20.00	
Ind.		1	1	10		10.00	
Neb.		2	2	20		20.00	
Kan.		1	1	10		10.00	
Ill.		14	14	140	17.00	157.00	



THE INSIDE INN, JAMESTOWN EXPOSITION, WHERE THE CONVENTION WAS HELD.

customary round of applause as he rose. He said:

SECRETARY'S REPORT.

Mr. President and Members:

As our president has called for reports from all committees for the year's work, it will be sufficient for you to understand the work done by the association since our last meeting, and with the interesting business sessions to be held and the several papers to be read on subjects of the greatest importance to us all, I will make my report as brief as possible.

I do wish to call your attention to our rules governing transactions in cotton seed and cotton seed products, which, although very clearly and concisely gotten up, I am sorry to say are not as well understood by some of our members as they should be. In fact, from my observation, very few of the mill managers give as close study and attention to this as they should, so as to understand them and be able, when any differences arise, to decide promptly on what is necessary to be done to get a fair and amicable settlement of the trouble without resort to arbitration. Our rules as revised and promulgated each year are promptly furnished each member, and a close study of these will repay many fold the time expended on them.

The success of our association is a source of the greatest satisfaction and pride to me, particularly so when I find such an increased

Conn.	1	1	10	.....	10.00
Iowa	1	1	10	.....	10.00
Va.	1	2	3	30	13.00
Fla.	1	1	10	6.00	16.00
Colo.	1	1	10	.....	10.00
Md.	1	1	10	.....	10.00
Mo.	1	10	11	110	13.50
Ohio	9	0	90	36.00	126.00
N. Y.	21	21	210	.....	210.00
Tex.	64	17	81	810	577.00
Okla.	7	7	70	46.00	116.00
Total	321	164	485	\$4,850	\$2,460.75
Arbitration Fees					140.00
Grand Total					\$7,450.75

We sincerely hope and expect this number may be largely increased by the close of this, our eleventh meeting.

Financially our association is in good condition, having collected since September 1, 1906, to April 30, 1907:

In annual dues	.....	\$4,850.00
Bureau of pub. dues	.....	2,469.75
Arbitration fees	.....	140.00
Making a total of	.....	\$7,450.75
And disbursed for gen. ex.	.....	\$2,956.08
Disbursed for bu. of pub.	.....	925.67
Total disbursement of	.....	3,881.75
Added bal. in treasury August 31, 1906	.....	\$3,578.00
Making bal. in bank April 1, 1907	.....	\$4,864.02
And in the hands of treasurer..	.....	5.00
Total	.....	\$4,869.02
		\$4,869.02

Which is respectfully submitted, with the accounting in full of our auditor, Mr. Chas. Byers, of our books and records to April

**WE STAND ON
OUR RECORD**

Ask any one of our customers;
we have made them our friends.

We execute buying and selling
orders of refined oil for prompt or
future delivery in New York on the
New York Produce Exchange.
Write to us for particulars. Will
wire you the market closings upon
application.

**We handle cottonseed oil on con-
signment.**

**We sell crude cottonseed oil for the
crude oil mills.**

**We quote any grade of cottonseed
oil on application.**

Aspegren & Co.

Produce Exchange, 317-319-321 New York City

30, 1907, all of which I trust will meet with your approval, and my continuance in the office I have so long tried to fill to your satisfaction. Respectfully submitted,

ROBERT GIBSON,
Secretary.

The figures of the report having been verified by the Association's auditor, there was no necessity for its reference to a committee, and on motion of Mr. Haskell of New York the report was adopted.

President Bailey announced the death of four of the oldest members of the Association during the past year—T. C. Sullivan of Louisiana, Louis C. Bell of New York, M. W. O'Shaughnessy of Tennessee and A. E. Thornton of Georgia, the latter an ex-president of the Association. Mr. Bailey announced the appointment of committees on resolutions on the death of each of these members.

The report of the Publicity Committee was next presented, covering the very important work done by this bureau during the past year. The committee includes L. A. Ransom, chairman, Georgia; Jo W. Allison, Texas, and B. F. Taylor of South Carolina. The report was read by Mr. Taylor and was as follows:

Report of the Publicity Committee.

At the last annual meeting of the Association the Publicity Committee submitted its first annual report, outlining the work that should be undertaken. This report was referred to a sub-committee, who, after considering it, reported to the Convention as follows:

"After most careful consideration of the many valuable suggestions and recommendations contained therein, and having found so much merit in all the details and specifications of the same, we unanimously agreed that this Association should undertake to carry out the plans as laid down as rapidly as the funds at the disposal of the Association will permit."

The Convention unanimously adopted the report of the committee and the Publicity Bureau has been governed accordingly in its work for the present year.

It was decided to confine the work for this year largely to disseminating information among the manufacturers of cotton seed products for their use in urging upon the public a more extended consumption of the products, following educational lines more closely than the usual advertising methods.

With this object in view the committee has published three separate bulletins: one in November, one in December and one in May. The total number of these bulletins issued was 12,000 copies. In the first two bulletins information of every character regarding the uses and values of these products was published, including the highest endorsements from the various trade journals, newspapers and other publications in this country and abroad. The third bulletin was devoted entirely to the foreign trade in cottonseed products and the uses of these products in foreign countries. In this issue a number of very valuable reports from the United States consuls prepared especially for the Publicity Bureau were published. These special reports will no doubt prove of value to the general trade in studying the foreign conditions affecting many seed products.

Bulletins Circulated.

The committee does not feel that it is necessary to refer in greater detail to the three publications mentioned, as they were mailed to every manufacturer, both refiner and crude mill, in this country. These bulletins were also mailed to all United States consuls, brokers, exporters and others interested in the trade. They were likewise mailed to the principal public libraries, leading newspapers and hotels in this country. They were favorably received and frequent applications have been made for additional copies.

The work of the committee on this particular line has been greatly facilitated by the public discussions in Congress, the trade journals and elsewhere of the purity of our chief product, cottonseed oil.

When the pure food bill was before Con-

gress evidence was produced during the debate on that bill showing the high character and purity of cottonseed oil. This interested the newspapers and the public generally. The committee, so far as possible, took advantage of these conditions and supplemented these discussions with additional information regarding this high-grade edible product.

Incidentally, the by-products of the mills, especially cottonseed cake and meal, received a great amount of attention from the various sources mentioned, both in this country and in Europe. These various publications and discussions have placed cotton seed products more prominently and more favorably before the public than at any time in its previous history.

Expert in Foreign Countries.

The Publicity Committee has devoted a great deal of its attention to securing the appointment of an expert to travel in foreign countries to report trade conditions as affecting our industry, and otherwise exploiting and advertising cotton seed products, ably assisted by President Bailey of this Association. This matter has also had the enthusiastic support of various members of Congress encouraged and endorsed by the Bureau of Manufactures of the Department of Commerce and Labor.

Hon. John M. Carson, Chief of the Bureau of Manufactures, has approved and endorsed every effort of the committee to secure this representative and through his encouragement and able support the committee has succeeded in accomplishing the result desired. Major Carson has appointed, with the approval of the Secretary of the Department of Commerce and Labor, Mr. J. L. Benton, of Georgia, to represent the government abroad. Mr. Benton has already entered upon his duties and has submitted his first report to the Department of Commerce and Labor.

Your committee understands that Hon. John M. Carson, Chief of the Bureau of Manufactures, has issued instructions to all of the consular officials to give special attention to the conditions in Europe affecting cotton seed manufacturing industry, including all of its products, and special reports will be made by these officials which the Bureau of Manufactures will publish frequently in connection with Mr. Benton's reports for the information of the trade in this country. Mr. Benton was appointed to represent the government abroad with the endorsement of the Executive Committee and other members of the Interstate Association and by the various State crushers' associations throughout the South. That his work will prove of great benefit to the industry and will accomplish satisfactory results is unquestioned.

It affords your committee great pleasure to report that the various State organizations have taken up work similar to that assigned to your committee and are accomplishing much good for the industry in their various States.

Necessity for Better Prices.

Your committee feels that it comes within the line of their duty to call attention to the necessity for obtaining better prices for cotton seed products. The selling price of these products as a rule is less than any other commodities of the same actual value with which they compete. These values could not be increased if the products were already selling at a proper price. They cannot be enhanced in value without proper advertising. That these values can be greatly increased has been demonstrated by the conditions prevailing this year. Your committee feels that in a measure at least they may claim credit for some of the good results that have been accomplished this season by the increased values of these products, but they recognize that the important work in that direction has only begun.

In an official publication by the State of South Carolina in 1882 the gross value of the products from a ton of seed was given as \$24.40. This was based on a yield of 35 gallons of oil, 750 pounds of meal and 24 pounds of lint. At that time the hulls were used entirely for fuel. Under greatly improved

mechanical conditions the mills have considerably increased the yields of oil, meal and lint, and have also obtained a fair value for hulls, including the increased yield of products. But it is doubtful if the gross value from a ton of seed this year equaled throughout the South the value of 25 years ago, notwithstanding the improved mechanical re-

sults. It is evident, therefore, that the increased production has not carried with it increased values. This illustration emphasizes the importance of adopting such means as will further increase these values, especially when taken in connection with the greatly increased cost of the raw material, as well as the much higher cost of working, due to higher prices paid for raw material and labor.

The Association should therefore provide proper means for carrying on this work more extensively and more efficiently than is possible under the present appropriation for this purpose. Your committee thinks it advisable to leave to the Convention the best means for accomplishing this result, without special recommendation, having fully outlined their views in the last annual report.

The question of a foreign representative having been settled and with the understanding that the Bureau of Manufactures will publish the consular reports and those of the foreign expert for the information of the trade, your committee believes that it will not be necessary to pay further attention to foreign conditions at present, and that the funds available for the coming year can be used entirely for exploiting the products at home.

J. C. Hamilton, of Louisiana, moved the reference of the Publicity Committee report to a committee of one from each State, and the motion prevailed.

Work With Reciprocity League.

In connection with this report, Mr. Charles M. Sterne, of Chicago, called attention to the fact that the cottonseed products interests had participated in the organization and work of the American Reciprocal Tariff League two years ago, but that the league had never done any booming for cottonseed products. He wanted the Publicity Committee to take this matter up. Mr. Sterne said:

"About two years ago there was a convention in Chicago called the National Reciprocity Conference, at which there was represented something over one billion dollars in money, in which many delegates, including senators and other prominent parties, took part. The cottonseed industry was well represented by six or seven delegates. The result was the appointment of a national committee, and Mr. E. T. George, of New Orleans, was placed thereon, and later Maj. Gibson was appointed. In the various publications gotten out by the committee nothing in the nature of cottonseed products has been incorporated. I would suggest that the Bureau of Publicity exchange information with these parties that would be of mutual interest between the American Reciprocal Tariff League and the Bureau of Publicity, and that the Bureau of Publicity furnish them with a list of names in order that the regular monthly pamphlet they issue might be sent to such parties, and also that the Bureau of Publicity furnish such donation as they felt warranted in doing toward the carrying on of this work, as it is carried on purely by voluntary contributions."

L. A. Ransom: I had a short interview with Mr. Sterne this morning and I believe if his recommendation is carried out it will be of great benefit to our industry, and I hope the Association will give it serious consideration and adopt the plan of mutual operation.

The matter was referred to the committee to which the Publicity Committee's report was sent.

The President called for the reports of the various Association arbitration committees. New Orleans, Memphis and New York did not respond at the time, as the members were not present. Jo W. Allison, of Texas, presented the report of the Dallas committee

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FOREMOST DISTRIBUTORS OF COTTON SEED PRODUCTS.

A GENERAL GUARANTEE
under the (U. S.) Food and Drugs Act, June 30, 1906, covering all edible C. S. Oils and Stearines manufactured, packed, distributed or sold by The American Cotton Oil Company, has been filed with the Secretary of Agriculture at Washington, and is referred to, under the law, as "Serial No. 2594."

**OIL,
CAKE,
MEAL,
LINTERS,
ASHES,
HULLS.**

—————
GOLD MEDALS AWARDED.

Chicago,	- - -	1893	Paris,	- - -	-	1900
San Francisco,	- - -	1894	Buffalo,	- - -	-	1901
Atlanta,	- - -	1895	Charleston,	-	-	1902
St. Louis,	- - -					1904

THE AMERICAN COTTON OIL CO.

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in an interesting extemporaneous speech. He said:

"The committee did not think it essential to make any detailed report. We desire to say, however, that in the year past we have had seventeen arbitrations. Five of these grew out of cases in Texas; three in Georgia, two in Louisiana, one in Missouri and one in Alabama, also one in Illinois. The work of the committee has been of a most highly educational character, and to the entire Association a benefit. We believe that these arbitrations have all been rendered to the satisfaction of the arbitrators and prevented what might have been long and expensively drawn out court cases.

"We are gradually working out a code which will enable us to carry out the work more promptly. We are also working up a file where the correspondence becomes the property of the Arbitration Committee. The evidence is filed carefully and preserved, and decisions are written as far as possible, to bring out the salient points in each case, and a copy filed with the decision.

Codify Arbitration Cases.

"It is earnestly hoped that the Association will at some time take the cases arbitrated by the State and Inter-State Associations and have them carefully codified. We believe that these, if carefully compiled, would prevent the frequent disruptions in many cases in future. We are gratified to find that in every instance the friction has grown out of honest differences. In not one single case coming before us have we found any evidence of intention to defraud, and it shows that our business is carried on on an honest commercial plane. We believe that these adjustments have been made to the satisfaction of all parties concerned, as we have not had a single case of appeal filed."

The report of the Atlanta committee, submitted through its chairman, L. A. Ransom, was as follows:

Mr. L. A. Ransom, chairman, Atlanta, Ga.

Dear Sir: I beg to submit below a report of cases arbitrated by our committee within the past year and a brief synopsis of same. Total number of cases arbitrated, five.

Questions arbitrated: One.—Whether or not a tank car shipped from Savannah, Ga., to Flowery Branch, Ga., November 27, had sufficient time under ordinary course of transportation to reach destination in time to admit of its being loaded within the month of November. Decision was that it had not.

Three.—As to whether or not certain crude oils shipped on contract calling for prime was prime, and if not what allowances should be made. In all of these the oil was declared "off," and allowances were fixed ranging from $\frac{1}{4}$ c. to 3c. per gallon.

One.—Whether or not refined oil sold f. o. b. a certain mill point in Georgia, in buyer's tank, was deliverable at another point, and whether or not under an "f. o. b. mill" contract the freight and routing was in buyer's hands. Decision was that oil was deliverable only at point named in contract, and that freight and routing was in buyer's hands.

Yours very truly,

EDWARD R. RAVENEL,
Secretary.

Medals for Ex-Presidents.

General business being in order, B. F. Taylor, of South Carolina, submitted a resolution for the appointment of a committee to procure gold medals of a commemorative nature to be presented to each of the former presidents of the Association, indicative of their services to the Association. Mr. Taylor thought they and their families were entitled to these slight testimonials of the work done by them as head of the Association. The motion prevailed, and Mr. Taylor was made chairman of the committee.

Seed for Farmers.

Jo W. Allison, of Texas, called attention to the grave situation confronting the cotton growers of the South and all industries dependent upon the cotton crop, due to bad weather and the lateness of the planting. Mr. Allison offered this resolution:

"Whereas, The unprecedented and unfavorable weather conditions for several months, which have prevailed throughout the entire cotton belt, has amounted to what is really a National disaster, and threatens alarmingly the success of what is everywhere recognized as among the world's most important natural productions, the cotton crop of the South; now, be it hereby

"Resolved, By the Inter-State Cotton Seed Crushers' Association in annual convention assembled, That our earnest sympathies are extended to our friends and co-workers in the South's inter-state development, the cotton producer and cotton worker throughout the entire country; and, be it further

"Resolved, That we tender them our cooperation in the strenuous efforts they are now making to repair the great damage done them, and to restore in the few days now remaining in the rapidly passing planting season, the crops destroyed or yet unplanted, and that we invite their correspondence in order that we may endeavor to supply them, from such stores of seed as we have retained for that purpose, with the necessary seed for planting, and seconding their efforts in the restoration of that great plant upon which more than any other the happiness and comfort of the whole world depends."

In supporting his resolution Mr. Allison said:

"Gentlemen, I believe you all know that trouble has fallen upon the people upon whom we depend for bread and meat. In my own State it amounts almost to a disaster. The unprecedented cool weather has almost entirely prevented the development of the seed in the ground. Where stands were secured the plants are living, and nothing more. To us in Texas it means more than anything else. Every day's delay means one more day for the boll weevil to catch up. Unfortunately this year the boll weevil is all over Texas.

"In the counties which are counted as large producing counties the boll weevil has already demonstrated that he has come to stay. The government and the entire world have made strenuous efforts to destroy him without any success. We have had no winter in Texas, and have not had a day that a healthy young boll weevil might not live out doors. It is said in some counties that he has already made his appearance on cotton just out of the ground. He is a prohibitionist. He does not drink or eat. Our only hope is to raise a crop before he puts in his appearance. You gentlemen cannot conceive of the situation who have not seen 100 acres of fine looking cotton, waist high, and when you go through it cannot find a single boll or bloom. From this you will know what the boll weevil means.

"We believe that the situation is serious and that the mills should come to the help of the planters. The seed ought to be sold back to the planters at an average cost, or if they are not able to pay, give them enough to plant a crop."

Mr. Fitzsimmons, of South Carolina, supported what Mr. Allison had said. He believed the planter ought to be helped by the Association's Bureau of Publicity in a campaign for the selection of good seed.

B. F. Taylor, of South Carolina, disagreed with Mr. Fitzsimmons. The educational work must be done through the mills' propagating good seed and introducing it among the planters. The average negro planter could not be educated to select good seed. He was too shiftless. Mr. Taylor said:

"The majority of the cotton crop in the South is made by the irresponsible negro, who takes no care of his seed. Every large planter pays proper attention to the selection of seed and gets a good crop. I would like to know how the oil mills could have the best cotton seed. The negroes come to the oil mills and say: 'I will give you two bushels of seed back in the fall if you give me one to plant now.' The mill cannot tell how to select the seed in that case. We have given particular attention on our farm near Columbia to planting seed, and we sell improved seed at \$2.00 per bushel. The sea-island planters of South Carolina, who

raise the finest cotton in the world, will not sell anybody in Georgia or Florida any seed, nor will they sell it to the oil mills for fear that they will sell it to someone else. They are going to put up a mill of their own to crush their surplus seed, so it will not get out. The upland seed can be handled the same as the sea-island seed. I am sure that if each oil mill man will take five or ten acres and raise fine seed, and even if he gives it away, he will increase the grade of seed in his territory, and so benefit."

Mr. Allison's resolution was adopted unanimously.

Change Fiscal Year.

A resolution to change the beginning of the Association's fiscal year from September to May, to give new members at convention time the benefit of a full year in payment of dues, was introduced by B. F. Taylor, and referred to a committee including Mr. Taylor, E. P. McBurney, of Atlanta, and J. M. Kyser, of Huntsville, Ala. The resolution reads:

"Resolved, That Article IV of the Constitution be amended by substituting the word 'May' for the word 'September' where it appears in said article, and after the words 'beginning of the fiscal year' by inserting the following:

"Provided, however, that the annual dues paid by members joining the Association on, or at any time after March 1 of each year, shall continue them in good standing until May 1, of the following year," so that as amended this article will read as follows:

ARTICLE IV.

Dues.

"Regular and associate members shall be required to pay \$10.00 annual dues, which are payable to the Secretary of the Association on May 1 of each year, which date is the beginning of the fiscal year. Provided, however, that the annual dues paid by members joining the Association on or at any time after March 1 of each year shall continue them in good standing until May 1 of the following year. A member shall not be considered in good standing when in arrears for dues."

The Rules Committee not being ready to report, the convention adjourned until 10 A. M. on Wednesday.

SECOND DAY.

The convention was again late in assembling on Wednesday, and it was nearly 11 o'clock before the session was called to order. There was a very large attendance to hear the speakers set down for the day and close interest was manifested after proceedings were once under way.

The calling of the roll of delegates, which hadn't been done on the first day, was begun, but dispensed with on motion, as the assemblage was anxious to hear the speakers.

President Bailey introduced as the first speaker Dr. Harvey W. Wiley, chief chemist of the United States Department of Agriculture, Washington, D. C., who was to talk from the text: "A Good Name Is Rather to Be Chosen Than Great Riches." Dr. Wiley was greeted with a warm recognition and accorded close attention during his lengthy address. He disclaimed being a minister of the gospel, though he had chosen a text. He wanted to impress on the men engaged in the cotton oil industry the importance of making and establishing a good name for their products. He denounced substitution and adulteration, and said cotton oil was good enough and cheap enough to be eaten every day by every family in the land.

At the conclusion of his address the applause was prolonged and there was some cheering as well. The assemblage evidently wanted Dr. Wiley to respond to the encore, but he modestly refrained from doing so.

Upon motion of Jo W. Allison a rising vote of thanks was extended to Dr. Wiley for his "truthful and manly exposition of the subject."

Dr. Wiley's address will be found on another page of this issue.

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Vegetable Fats

FERTILIZER MATERIALS

Nathaniel C. Fowler, author and advertising expert, of Boston, Mass., who announced himself as a "reformed journalist," was the next speaker, his topic being the timely one of "Cottonseed Oil Publicity." Mr. Fowler's talk will also be found on another page of this issue. It was brimful of witty truths, which the speaker did not hesitate to hurl at his hearers. He interrupted himself several times with bits of humor which kept the audience in an uproar, and it was evident his policy to administer his pills of advice heavily sugar-coated.

Fowler's Quick Wit.

At the conclusion of Mr. Fowler's address, after an appropriate vote of thanks, some jokers induced Vice-President Ransom to present Mr. Fowler with a testimonial bouquet hidden in tissue paper. Upon being opened it proved to be a head of cabbage. But Mr. Fowler turned the joke neatly on its perpetrators by remarking:

"Well, I was aware of the regard my friends had for me, but I did not think it would carry them so far as to lose their heads!"

The committee to which was referred Mr. B. F. Taylor's proposed amendment to the Constitution, changing the fiscal year so as to begin with May instead of September, reported the amendment favorably, and it was unanimously adopted. Hereafter dues begin May 1 instead of September 1.

The President announced the appointment of various committees to consider reports which had been presented, and a committee to purchase souvenir medals for all former Presidents of the Association.

Invitations to hold the next convention of the Association in California and at Louisville, Ky., were received. The invitation from the Louisville Chamber of Commerce was presented by Delegate J. J. Caffrey, and he was given hearty applause. Evidently sentiment favored Caffrey's town.

Fielding Wallace, secretary of the Georgia Cotton Seed Crushers' Association, extended an invitation to all to attend the Georgia Association's annual convention, to be held next month.

Memorial Resolutions.

Resolutions in memory of the four members of the Association who died during the past year were next presented, and the remainder of the morning session resolved itself into a memorial meeting.

J. J. Caffrey presented resolutions in behalf of a committee on the death of T. P. Sullivan, of Louisiana, one of the veterans of the Association. The resolutions recited the history of Mr. Sullivan's career and of the work he had done for the benefit of the industry. They were adopted by a rising vote.

F. W. Brode, of Memphis, reported the resolutions on the death of Louis K. Bell, of New York, sometimes called the "father of the Association." Mr. Brode, who had been a particularly close friend of Captain Bell, was almost too much affected to read his report. His remarks and the resolution, adopted by a rising vote, were as follows:

"Since our last annual meeting, the Angel of Death has come into our midst and removed therefrom our beloved friend and associate, Louis K. Bell, at a time in life when, according to our finite human wisdom, we might still have looked for the benefit of his matured judgment and wisdom for some years. He was a man of high ideals; modest and retiring, brave and courageous, untiring in his devotion to duty, loyal to every trust, and commanded the admiration and respect even of those who differed with him.

"He was one of the originators, if not the originator of our Inter-State Association, and was consequently referred to as the 'Father of the Inter-State Crushers' Association,' and since its infancy had ever been the faithful guardian of its welfare. Ever ready with word and pen in assisting its growth to strength and usefulness, taking in its advancement the true pride of the parent.

"In addition to his valuable work for the Association, he had for thirty years or more

been devoted to the interests of the entire cotton oil industry, and as the able editor of the Oil, Paint and Drug Reporter, had probably done more than any one man to build up this industry from a feeble infancy to its present lusty manhood.

"At our last meeting, held in Atlanta, he was full of joy at the great growth of the Association and the grand meeting, and it was with tenderness and glistening eyes that he felt and spoke with just pride of its success. He had a feeling that his work was done. This came from a warm, unselfish heart, and for this we loved him; for his upright and lovable character we honor him; for his constant work and interest in our Association we will always cherish his memory and keep bright the name of Louis K. Bell on the tablets of our hearts; therefore, be it

"Resolved, That this Association, in annual convention assembled, hereby records its debt of gratitude to our deceased member, Louis K. Bell, and the incalculable loss we have all sustained by his death; and, furthermore, desires to express its love and admiration for him as a man of uprightness and singleness of purpose, and of a sweetness of disposition that endeared him to all of us; further, that these resolutions be recorded in our minutes, and that an official copy be sent to the nearest surviving relatives of the deceased, and also to Mr. W. O. Allison, proprietor of Oil, Paint and Drug Reporter.

"Respectfully submitted,
F. W. BRODE,
E. M. DURHAM,
E. S. READY,
Committee."

Jo W. Allison, of Texas, presented the resolution on the death of M. W. O'Shaughnessy, of Nashville, Tenn., the report reading as follows:

Your committee appointed to draft suitable resolutions concerning our deceased member Michael J. O'Shaughnessy, of Nashville, Tenn., would respectfully submit the following:

Whereas, It has pleased Divine Providence to remove from the place on earth, which throughout a long and useful life he had honored and dignified, to his final reward in Heaven, our well-beloved friend and fellow member Michael J. O'Shaughnessy, of Nashville, Tenn.; therefore, be it

Resolved by the members of the Inter-State Cotton Seed Crushers' Association in annual convention assembled, That in his death there closes a life that has been an honor to the countries of his birth and adoption; that the whole cotton oil trade mourns a pioneer in it, whose far-sighted intelligence was among the first to discern its possibilities, whose persistent and patient skill has been invaluable in its development, and whose blameless life and elevated character will ever be a worthy example for the emulation of its members, and that we who have felt the value of his influence and were proud to call ourselves his friends, bow in deepest sorrow over the loss of an honored associate, a trusted counsellor, an ever-willing helper and a beloved friend; be it further

Resolved, That we tender to his bereaved widow and mourning family our tenderest sympathy and most earnest condolence in the irreparable loss which is theirs; and, be it further

Resolved, That copies of these resolutions be spread upon the minutes of this convention and printed in the records, and that a copy duly signed by the President and attested by the Secretary be sent to the family of our departed brother.

Jo W. ALLISON,
C. FITZ SIMONS,
E. E. CHANDLER,
Committee.

In the course of a lengthy and poetic eulogy, which was listened to with rapt attention, Mr. Allison said:

Allison's Poetic Eulogy.

Mr. President: In moving the adoption of these resolutions and in asking their acceptance by a rising vote and in silence, I feel

that the circumstances warrant something more than the procedure usual upon occasions of this nature. I count it one of the fortunate events of my life that from my earliest boyhood I was privileged to know well and intimately the peerless gentleman upon whose honored grave we would to-day reverently lay the flowers of our sorrow. And I would feel recreant to the duty we all owe to the younger men about us did I fail to point out to them the beautiful lesson his life should teach.

Michael J. O'Shaughnessy, the son of "James O'Shaughnessy, of Kildare," was born at Connaught, County of Galway, Ireland, on March 14, 1832, and died at his home in Nashville, Tenn., in the seventy-fourth year of his age, on the twentieth day of October, 1906.

After some biographical review of Mr. O'Shaughnessy's early career, Mr. Allison continued:

In 1868, tiring of the routine of official life, Mr. O'Shaughnessy gave up his position in Washington and joined his brother, James F. O'Shaughnessy, who was engaged in the grain business in Nashville, and who survives him, and they together established in that city what was perhaps the fourth, if not the third, cottonseed oil mill erected in the United States. And this audience of cottonseed oil millers will pause to reflect what at this time this action meant in originality of thought, boldness in business and vigor of action.

There was then no recognized marketing of the raw material to be worked. Cottonseed was a product of the plantation so despised that it had no commercial value. It was regarded as a nuisance rather than an asset, and the man who stooped to purchase it was held as a trafficker with negroes and poor white trash, with no thought that he was, in fact, the pioneer who was with infinite and often unrewarded pains and labor to blaze out the path through which you have walked to success, and build the foundation upon which you have reared the manufacturing fabric of the South's greatest manufacturing industry. There was no special cottonseed oil machinery, every machine had to be especially designed or adapted for the use for which it was intended. The product had no name or place in the markets of the world. Not only did buyers have to be sought and convinced of their value, but they had to be taught how to use them.

Beginning of an Industry.

And this little mill on Broad street, in Nashville, was to open the markets of the world for the products of your splendid establishments! I wish I could picture it to you. The back part of an ordinary store building was the location. There was no cleaning or screening machinery. No conveyors or elevators. The huller was a pair of ancient "mulling stones," taken from a linseed mill. There were no rolls, and the cooking was done in an open kettle in the back yard, under which a wood fire was built, and to which the mass of crushed seed was conveyed in a basket. The single press in use was also adapted from a linseed mill, and the pressure was supplied by screw power turned by hand.

Yet, in this crude establishment, by this man of brains and nerve, with a steadfast purpose and patient industry that knew no failure, was worked out, day by day, many problems of the business that form no part of your experience, because he solved them for you, and removed from your pathway the obstacles that had obstructed his.

Out of this first mill and the experience gained in it, grew, some ten years later, the splendid modern mills at Nashville, Tenn., and Huntersville, Ala., which Mr. O'Shaughnessy built and operated until his impaired health and failing eyesight compelled his retirement from business in 1900, and which stand to-day as monuments to his accurate and comprehensive knowledge of the business, its methods and requirements.

Someone has beautifully said: "He has achieved success who has lived well, laughed

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often and loved much; who has gained the respect of good women and intelligent men, and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem or a rescued soul; who has never lacked in appreciation of the earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration, whose memory a benediction."

Surely, judged by this high standard, no life ever closed with fuller measure of success than that of Michael J. O'Shaughnessy, for few men have left behind them when called upon to leave their work and enter into the life beyond a record among their fellows more replete with inspiration, a memory breathing sweeter benediction.

Resolutions were also presented on the death of A. E. Thornton, of Georgia, a former President of the Association. L. A. Ransom, of Atlanta, made the report, and after his recital of the career and manifold virtues of the dead ex-President, the resolutions were adopted by a rising vote.

The convention, upon motion of B. F. Taylor, of South Carolina, adjourned to await the report of the Committee on Rules.

Aspegren the Host.

The afternoon was spent in the sight-seeing trip on the steamer Warren, as guests of John Aspegren and the Portsmouth Cotton Oil Refining Corporation. The boat was crowded, everybody from high officials down being eager to see the sights in the thorough and delightful way opened by Mr. Aspegren's generosity. Such a tour was not possible on the regular vessels plying about the harbor. Fortress Monroe, Old Point, the Portsmouth Navy Yard, Hampton Roads, Newport News and all points of interest were visited, and by special permission the visitors were taken aboard the battleship Virginia and personally conducted through all parts of this latest type of Uncle Sam's biggest sea-fighters. Mr. Aspegren and Manager Wm. Butler, of the Portsmouth company, entertained their guests with a buffet lunch on board their steamer, and the balance of the afternoon was delightfully spent in this way.

THIRD DAY.

Though the hour of re-assembling had been set for 9 a. m. on Thursday it was 10 o'clock before any one put in an appearance, and some minutes after that before the session was convened.

The Apache Cotton Oil Company, Chickasha, I. T., was received as a member.

Former President J. C. Hamilton of Louisiana presented his report as chairman of the committee appointed to test the matter of press cloth duties in the courts. He reported that all the evidence was in and the briefs had been submitted to the Federal court, but that a decision could not be expected before the fall term.

An invitation was extended by Mr. Yopp of Texas to the convention to meet at Dallas next year and President O'Neill of the Texas Association seconded the invitation, also inviting members to come to the Texas convention at Galveston on June 25 and 26 of this year.

A resolution was offered by Ernest Lamar of Alabama thanking the Secretary of Commerce and Labor for the appointment of a member of the Association, J. C. Benton of Georgia, as a special agent abroad in the interest of markets for cotton seed products. The resolution pledged the support of the Association to the Government in this work. It was unanimously adopted.

On motion of Erister Ashcraft of Alabama it was voted to have Dr. Wiley's address of the previous day printed and distributed.

Congressman Burleson of Texas was to have addressed the convention on "Cotton Seed and Cotton Oil Industry." He telegraphed the officials that he could not be there. The Texas delegation sent him a red-hot appeal to come anyway, but he

failed to show up, leaving Major Carson as the chief speaker of the day.

Major Carson's Address.

Major John M. Carson, chief of the Bureau of Manufactures of the Department of Commerce and Labor, addressed the convention on "Foreign Trade." Major Carson has taken a deep personal interest in the development of our cotton seed products trade abroad, and the members showed him that they appreciated it by the welcome they gave him. Major Carson had brought with him a lot of copies of consular reports on the cotton seed products trade which he had compiled, and these were eagerly sought at once by those at the convention. The supply was quickly exhausted, but it was announced that more would be sent to those making application to the Bureau of Manufactures at Washington.

Major Carson's address appears in another part of this issue, and will be read with interest. At the conclusion of his remarks he was given a vote of thanks, and his address was ordered printed in pamphlet form and distributed.

A speaker not on the programme who gave the convention a red-hot talk and aroused enthusiasm that showed itself in cheers was Delegate Goodwin of the National Farmers' Union.

Mr. Goodwin devoted about ten minutes to practical talk on co-operation between the farmer and the oil man. He strongly urged every mill man to put in fertilizer mixing machinery, and then to get an intelligent man to run the fertilizer department and build up that branch of business so that the farmer would be encouraged to enrich his land as well as to save his seed instead of using it raw as fertilizer. He believed the mills should deal in other fertilizers as well. He denounced the speculator in cotton seed as the "boll weevil of the industry," and said that he made more money than the mill man. He deplored the irresponsibility of negro planters and urged the crushers to go into the propagating and improving of seed themselves.

Important Resolutions.

L. W. Haskell of New York introduced some very important resolutions bearing on the part the Association should take in legislation in various States and in standing up for the rights and interests of the cotton seed products industry everywhere. The resolutions, which were unanimously adopted, were as follows:

"Be it resolved by the Inter-State Cotton Seed Crushers' Association in eleventh annual convention assembled:

"That the growth of the industry represented by this Association is of such magnitude as to require just and equitable legislation in all the producing and consuming States.

"It is therefore incumbent upon this body to assume the responsibility of such recommendations as may lead to a full understanding of the subject and lay the foundation for just and reasonable legislation.

"The quality of cotton seed is the foundation of quality of all products, and we first recommend to the producer the most careful attention to the preservation of this article, which is becoming more and more valuable, and we recommend such legislation as will make it impossible to deliver damaged cotton seed on contracts for good seed, and particularly legislation to prevent the admixture of trash and dirt, which leads to the apparent difference in value in the price of cotton seed in various parts of the country.

"In conclusion, we recommend that the cotton seed trade be given the benefit of regulation and inspection such as now governs the trade in wheat, corn and linseed.

"Cottonseed Oil.—This product is the most valuable of the products made from cotton seed, and is now sold under well defined rules and regulations satisfactory to buyer and seller, and no special legislation seems to be necessary.

"Cottonseed Meal.—This article is

traded in largely by manufacturers and consumers directly and through the medium of brokers and dealers. It is, therefore, proper and desirable that this trade shall be regulated by legislation that is broad enough to cover inter-State as well as State transactions, and to give the manufacturer the broadest scope for exercise of the best manufacturing talent and at the same time protect the buyer against fraud, either on the part of the manufacturer or dealer.

"The quality of cottonseed meal is governed by the quality and character of cotton seed from which it is made and by the method of manufacture adopted in various parts of the country, each section having adopted such process as proved necessary in order to obtain the greatest value for the raw material that can be paid to the producer. These conditions vary within the borders of each State as well as in different States. Therefore, it is impossible to restrict by legislative enactments the quality of meal to be made unless legislation also undertakes to classify the quality of seed offered for sale.

"We, therefore, after full and careful investigation of the subject, recommend that the members of the Inter-State Cotton Seed Crushers' Association in each State urge upon their legislators such enactments as will fully protect the buyers of this valuable product by requiring sellers to deliver such goods as they guarantee and also to allow manufacturers to sell under proper regulations any quality of meal made by the ordinary method of manufacture from any grade of seed that they buy.

"Be it resolved further, that a committee shall be appointed from each State, and the special duty of that committee shall be to promote the object of this resolution in the various States under such rules and regulations as may be decided upon by that committee, such committee to report to the next annual meeting of this Association."

Amendments to Constitution.

Amendments to the Constitution were adopted, tending to impress the responsibility of honest and fair dealing in all firms and individuals which become members of the Association and to prevent members under charges from resigning suddenly and thus escaping penalties for violation of Association trading rules.

The first amendment compelling individuals who are members to assume responsibility for acts of firms to which they belong, amends article 3 of the constitution by adding a new section as follows:

"Where any member or officer of any firm or corporation not a member of the Association is himself a member individually, he must assume responsibility for the actions of such firm or corporation so far as compliance with these rules is concerned, and complaints against him by any member of this Association shall be the subject of arbitration under its rules. And such member must bear any penalties imposed by the arbitrator, or suffer penalties provided for any non-compliance with them."

Article 3, section 6, of the Constitution concerning withdrawals was amended by adding the following clause:

"Provided that without the written notice to the section shall have been given at least 30 days previous to the date of such application for withdrawal and the section shall have made publication of the fact by circular letter addressed to every member."

Committee to Meet Earlier.

The delay and trouble arising through late reports of the Rules Committee and inattention given by the convention to that report caused the convention to adopt an amendment to the by-laws providing that the Rules Committee may meet at any time prior to the convention at any point that suits them, deliberate over the rules, and have their report printed and sent to every member of the Association before the convention meets so that proposed changes may be thoroughly considered and intelligently debated in convention. Former President

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Perkins of Tennessee moved the amendment to the by-laws and it met with spirited opposition from members who thought the new proceeding expensive and unnecessary. But after Jo Allison of Texas had turned on the flood of his argument and oratory there was a big majority for the change in the method, and the amendment was adopted and will go into effect next year.

The report of the Committee on Rules followed the action on Constitution and By-Laws and consideration of the report occupied the greater part of the day. The Rules Committee had spent three days in a thorough revision and rearrangement of the trading rules of the Association, and the result left them in much better and clearer shape so far as arrangement is concerned than they have ever been before.

Changes in the rules were confined largely to a re-arrangement of the classifications of cottonseed cake and meal. Two separate classifications were established instead of the one heretofore in force. Meal and cake will hereafter be traded in under two heads. The "Standard" classification is the one based on the old rules. The "Food" classification is based on protein and fat content, and is intended for the benefit of those who make a high, edible grade of cake and meal and who should get pay for such a product.

All offers, specifications and contracts are hereafter to specify which classification is intended. In the absence of statement to the contrary the "Standard" classification is understood. The "Standard" classification remains as in the rules of the last year. The Food classification defines choice cake as follows:

"Rule 10, section 4—Choice cottonseed cake must be bright yellow in color, sweet in odor, friable in texture, not burnt in cooking, free from excess of hulls, and shall contain by analysis of an agreed chemist, 52 per cent of protein and fat combined, provided, that it shall not be rejected if it contains as much as 49 per cent of protein and fat combined, but an allowance shall be made by seller of one fifty-second of the f. o. b. mill price for each deficient unit of protein and fat combined, and a premium of one fifty-second of f. o. b. mill price shall be paid seller for each unit of protein and fat combined in excess of 52 per cent."

Prime cake is defined as above, with 49 and 46 as the fat and protein percentages and one forty-ninth as the allowance each way.

Cheice cottonseed meal is defined as "The product of sound cottonseed cake finely ground, of bright yellow color, not brown or reddish, free from excess of lint or hulls, and shall contain by analysis of an agreed chemist 52 per cent of protein and fat combined," the percentage and allowances being the same as with the choice cake. Prime meal is defined as "The product of sound cottonseed cake, finely ground, of sweet odor, reasonably bright in color, not brown or reddish, and reasonably free from excess of lint or hulls" and shall contain fat and protein content similar to prime cake, with the same allowance.

A new rule providing for the analysis of cake and meal was adopted at the suggestion of the New Orleans Board of Trade, reading:

"Rule 13—When the contract does not name the chemist or chemists whose certificates shall decide the analysis, buyer shall obtain the certificate of an official chemist at point where arbitration is to be held, based on official or agreed samples drawn at destination, and if such certificate is not satisfactory to both buyer and seller, they may agree on another chemist to whom official samples may be sent and settlement shall be made in the meantime for the analysis thus obtained, which shall be final. But if the buyer and seller cannot agree on the second chemist the matter shall be arbitrated. The buyer shall furnish arbitrators with the certificate of official chemist as above, and arbitrators may at their discretion, or on demand of either buyer or seller, obtain the analysis of some other chemist, and shall base their award on the mean of the two analyses unless they are of the U. S. Department of Commerce and convinced there has been a gross mistake in one. When contracts guarantee a certain

analysis if seller has to pay an allowance he must also pay all analysis fees except the first; but if there is no allowance, buyer must pay all analysis fees which when contracts are for a basis of a certain percentage, buyer must pay for the first analysis and seller for the second."

In the case of rules affecting transactions in cottonseed oil the changes were not radical, but were directed toward covering points in trading which have come up from time to time, and providing for which in the trading rules, will tend to simplify procedure and make trading more uniform and satisfactory everywhere throughout the country. The anticipated attempt to adopt rules defining "bases prime" crude oil and regulating trading in it was not made, and that matter remains as it was before the convention, unprovided for in the official rules.

New Rules.

The complete draft of the new rules as adopted by this convention will appear in the issue of *The National Provisioner* of June 1.

When the convention had finished its consideration of the rules adjournment was taken until 3:30 P. M.

AFTERNOON SESSION.

At the opening of the afternoon session Congressman Morris Shepard, of the first Texas district, which is President Bailey's district, addressed the convention briefly. He happened to be at the exposition and congratulated the crushers on the showing they made in convention, and gave them a few words of hearty encouragement.

I. Jalonick, of Dallas, Texas, president of the Commonwealth Fire Insurance Company of that State, who has successfully managed the Mutual Insurance Bureau for the oil mills for several years, addressed the convention and told those present of the great strides in advance that had been made by the bureau and how successful the system had proved.

President Bailey was given a surprise at this point, when Jo. W. Allison, of Texas, in behalf of many of Mr. Bailey's friends, presented him with a massive silver water service. Mr. Allison's speech was brief but eloquent, and President Bailey was almost "too much affected to reply."

A resolution thanking John Aspegren and Manager Wm. Butler, of the Portsmouth Cotton Oil Refining Corporation, for the splendid hospitality shown them throughout the convention and especially for the boat trip of Wednesday was offered by R. L. Heflin, of Texas, and adopted by a rising vote.

The afternoon session was concluded with a spirited debate over a rule which Charles A. Sterne, of Chicago, had introduced at the morning session, and which had been adopted. It read: "No broker, firm or corporation shall be entitled to a brokerage on the purchase or sale of any cottonseed oil or any of its products, when such purchase or sale of goods is invoiced to or by such firm, broker or corporation."

New York brokers contended that the rule would unintentionally work great hardship. They predicted that the enforcement of such a rule would prevent the adoption of the interstate association rules by the New York Exchange. On motion of Mr. Yopp, of Dallas, the rule was finally reconsidered, and on motion of John Aspegren it was withheld. The convention then adjourned until 7:30 P. M.

NIGHT SESSION.

The final session of the convention was called to order at 8:30 P. M.

J. C. Hamilton, of Louisiana, presented the report of the committee which had under consideration the report of the Publicity Bureau. The report highly commended the work of the bureau and recommended that the executive committee be empowered to appropriate funds as necessary for the support of the bureau, and to solicit voluntary contributions for the work from members.

A letter from Special Agent J. L. Benton, of the U. S. Department of Commerce and Labor, just received by Major Carson, Chief of the Bureau of Manufactures, was read to the convention. Mr. Benton is a member of the Association. He wrote from Rotterdam,

telling of the great market there for cotton oil and the lack of American oil there. He said there were only 10,000 bbls. of oil in stock there, against a usual stock of 40,000 bbls. Mr. Benton gave many valuable hints to the trade concerning trade development in Holland.

Invitations to hold the next convention were received from Memphis and Nashville, Tenn., and Louisville, Ky.

The Beaver Linter Filing Machine Co., of Fort Worth, Texas, was admitted to membership. The application of F. Hicks, of Mobile, Ala., was referred to the executive committee.

Jo W. Allison proposed for honorary membership in the Association one of the veterans of the business in the United States, Joe M. Carpenter, of Natchez, Miss.

Dr. H. W. Wiley and Major J. M. Carson were also elected to honorary membership. Election of officers followed.

Former President E. S. Ready, of Arkansas, nominated L. A. Ransom, of Atlanta, Ga., for president, in an eloquent address. The nomination was seconded by J. W. O'Neill, of Texas, F. W. Brode, of Tennessee, and others, and Mr. Ransom was elected by acclamation. He accepted the honor in a brief and happy talk, calling the attention of the Association to the fact that "Publicity" was his motto and that he should follow it vigorously during his term of office.

Jo W. Allison, of Texas, nominated Henry J. Parrish, of the Gayoso Oil Works, Memphis, Tenn., for vice-president. Mr. Parrish is one of the veterans of the Association as well as one of its best liked members, and the nomination made a big hit. It was seconded by W. J. Battle, of Memphis, B. F. Taylor, of South Carolina, and others, and Mr. Parrish was elected unanimously. He declared himself no speaker, but nevertheless talked to the delight of the assemblage.

Secretary-Treasurer Robert Gibson was re-elected by acclamation. The following were elected to the governing committee:

Alabama—Ernest Lamar, Selma; J. M. Kyser, Huntsville. Arkansas—J. B. Hildebrandt, Little Rock; R. H. Winfield, Augusta. Georgia—Fielding Wallace, Augusta; R. G. Riley, Albany. Illinois—E. E. Chandler, Chicago; W. D. Napheys, Chicago. Indian Territory—J. M. Dupree and W. H. Hockel, Kentucky—A. M. Rutledge and J. J. Caffrey, Louisville. Louisiana—J. C. Hamilton, Baton Rouge; W. E. Jersey, New Orleans. Mississippi—G. W. Covington, Hazlehurst; E. Cahn, Meridian. Missouri—M. E. Singleton, St. Louis; Julius Davidson, Kansas City. New York—John Aspegren, New York City; W. R. Cantrell, New York City. North Carolina—E. B. Borden, Jr., Goldsboro; F. C. Dunn, Kingston, Ohio—F. Ives, Cincinnati; J. M. MacDonald, Cincinnati. Oklahoma—J. T. Humphreys, Oklahoma City; B. H. Sands, Chandler. South Carolina—J. J. Lawton, Hartsville; A. S. Farmer, Anderson. Tennessee—J. F. Waggoner and J. H. Dubose, Memphis. Texas—J. S. Leclercq, Paris; G. Baumgarten, Schenckberg; L. H. Saunders, Leonard; H. B. Rathbone, Victoria. Florida—C. Jones, Pensacola. Virginia—Wm. Butler, Portsmouth; E. L. Tessier, Richmond.

On motion of John Aspegren, a vote of thanks was tendered to Retiring President Bailey for the great work he has done for the Association.

J. M. Kyser, of Alabama, in behalf of many members of the Association, presented John Aspegren with a handsome loving cup in testimony of their appreciation of his efforts as a host. Mr. Aspegren was most eloquent in his reply.

Retiring President Bailey called forward Manager William Butler, of the Portsmouth Cotton Oil Refining Corporation, and "canned" him with a handsome gold headed cane. Mr. Butler had done wonders all by himself, alone and unaided, in the weeks of preparation for the coming of the convention, and he was entitled to recognition for the success which he achieved. He was warmly applauded as he received the gift.

There being no further business, President Ransom declared the convention adjourned without day.



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JO ALLISON'S ADMIRERS GIVE HIM A SURPRISE

Ex-President Jo W. Allison was once again a leading figure in convention proceedings. Last year he did not get to the crushers' meeting, and he was sadly missed. His friends—which classification embraces the entire membership—were so glad to get him back this year that they gave him a substantial indication of their pleasure, as well as their esteem, in the shape of a silver loving cup about two feet high, elaborately engraved and inscribed with an expression of their sentiments.

The presentation was made on Monday evening in the convention hall. Mr. Allison was induced to go to the hall without knowing what was about to happen. When he got there he found several hundred delegates and ladies, all of the "old guard" who were on hand at the time. Mr. Ransom was escorted to the platform by Vice-president Ransom, W. M. Hutchinson of Atlanta and others of the Georgia committee which had arranged the testimonial. There Mr. Ran-

regard could surprise me. However, this cup is entirely unexpected, and my heart is too full to express my appreciation and the gratitude that I feel to you, my friends in Georgia. I know, of course, that this testimonial is not to me personally, but simply a recognition of the work I have endeavored to carry out. Cotton oil and its vast uses has been a labor of love to me. Each day I have grown more enthusiastic about it and yet feel that we have not approached the beginning of this grand enterprise. We have learned much from Georgia, the grand empire of the Southeastern States, but still we have

much to learn, as every day some new use is found for our products. The loving kindness and hospitality that one always meets with in Georgia is shown by this testimonial. Friends, my heart is too full to attempt any further thanks and gratitude for it."

When he finished he was given another ovation from the assemblage, after which the crowd gathered round to examine the cup, which had been turned over to Mrs. Allison as a proud and happy custodian. The occurrence was an indication of the admiration and the high regard in which Mr. Allison is held by everyone in the trade—and out of it—who has ever encountered this remarkable Texan.

COTTON SEED OIL PUBLICITY

By Nathaniel C. Fowler, Boston, Mass.

If I ever had the address of the initial advertiser I've lost or mislaid it. I don't know who wrote the first advertisement. I don't know who knows, and I don't care. In these days of hustle and business strenuous, it's better to look forward than backward. I'm not going to defend advertising, because it needs no defense.

If advertising was not a commodity, the American merchant and manufacturer wouldn't spend \$400,000,000 a year in newspaper, magazine and printed matter publicity, an aggregate at least 75 per cent. greater than the advertising output of a quarter of a century ago.

The mystery about advertising has been solved, and the discoverer found that there was no mystery about it. Advertising is just a part of business, as much so as the factory and the goods, and no more.

You can't do business without something to sell, a place to sell it in, salesmen and an additional something which is accessory to the salesmen and to business-getting in general, and that something is advertising.

Everybody advertises, even those who say that they don't. Every method of selling, from personal solicitation to the hideous billboard, is a direct or an indirect part of some kind of publicity. The man who cannot use advertising in his business, has no business to be in business, and generally isn't.

So much for preamble. Now, let's get down to business, and let's deal with that biggest littlest thing on earth, the cotton seed, once an outcast, now playing the second lead on the Southern stage of trade.

Let me deviate for a moment to recall a summer hotel conversation. Last summer I had the pleasure of introducing my friend, Professor Dolbear, who is, perhaps, our greatest living scientist, to one of my friends, a cottonseed oil official who is predestined to become our leading man of oil. In a semi-serious way Professor Dolbear referred to seedless oranges and to other seedless fruits, and suggested the creation of a seedless cotton.

"Professor," the oil man ejaculated, "you'd better make a cottonless seed, for that's where the money is!"

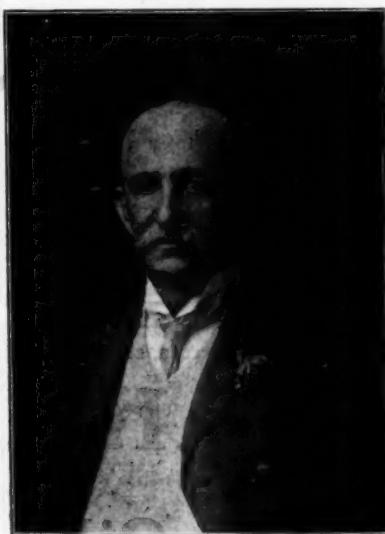
When a by-product, a waste product, becomes in a few years a great national and international industry, it is obvious that it possesses enormous intrinsic value and opportunity for continuous and profitable exploitation.

Not as a cotton seed man, but as a more or less simple layman, one who keeps his finger on the pulse of trade, let me discuss with you the public-seeing side of the cotton seed, because in the public-seeing side is vested its financial success.

Oil and grease are world commodities, and always will be. As the population increases their use will increase. The relative output of any one kind of oil or grease is dependent upon the methods used by those who make and sell it. If less cottonseed oil is sold, it will be the fault of the cottonseed oil men, and if more is put out, to the cottonseed oil men should be given the credit. In this particular case it is simply a ques-

tion of exploitation and the distribution of enterprise.

Cottonseed oil possesses intrinsic value. It is a necessary commodity. In everything, save flavor, it is the equal of olive oil, and it can be produced at a much less price. As a



JO W. ALLISON, Ennis, Tex.
Vice-Chairman Committee on Arrangements, who called
the convention to order.

som in a neat speech uncovered the cup and handed it to Mr. Allison. He said:

"Mr. Allison, I have been requested by your friends among the crushers in Georgia, and that means all the crushers in Georgia, to present to you a testimonial of the high regard and friendship which they hold for you personally, and for the splendid work you have done in introducing and pushing the products which we represent. We take pleasure in carrying out the request of the committee, and wish to add, too, our high regard for your charming personality, which has helped you achieve the success in placing cottonseed products before our home people."

Self-control is one of Jo Allison's strong points, and he has never been known to be at a loss for words—and plenty of them—to express himself. This time he nearly lost his grip, however. After gulping hard two or three times and winking hard to suppress a suspicious moisture, he got on the track again, and this was what he said:

"Mr. Chairman, Ladies and Gentlemen: I have in many years connection with the cotton oil trade had so many evidences of love and affection from them that I have grown accustomed to accept almost anything. Especially from Georgia have I had so many and so frequent evidences of their loving kindnesses that I feel as if nothing in that



NATHANIEL C. FOWLER.

healthful and economical cooking proposition, it is in the van of all cooking fats and oils: First, because it is purely vegetable; secondly, because it is healthful; thirdly, because it is economical to use; fourthly, because it is the cheapest good thing on earth.

The more truth told about cottonseed oil the better for the oil and the maker and user of it. There is nothing to disguise. This condition exists in mighty few other cases. Most things are porous with "outs," and can't be sold without "plugging." It is both inexpedient and unbusinesslike to lie when the truth will do the business. Shame on the fellow who lies against his interest.

The use of cottonseed oil, great as it is, is infinitesimal compared with its probabilities and possibilities. Where one gallon is sold to-day, a dozen gallons may and should be sold to-morrow, and will be as soon as the public as a whole knows and appreciates its true character.

The use of cottonseed oil is pre-eminently a people's or a consumers' proposition. It is a household necessary; it appeals to the housewife as much as does soap, sugar or breakfast food. Because it is a family commodity, its sale is largely controlled by women. Man's interest in it is somewhat limited to its production and sale. Woman's interest covers the purchase and use of it. Man has little

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ANDREW ALLISON, Vice-President

ALEX. PORTER ALLISON, Sec'y and Treas.

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By the late F. W. WILDER

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Schwarzchild & Sulzberger Company Plant, Chicago

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to do with the buying or using of any regular commodity. Man amounts to practically nothing outside of his office and business. At most he has but the Nature-given right to pay the bills.

Those of you who are married, those of you who expect to be married, and even those of you who have decided never to train in double harness, know that practically everything used for household and family purposes is purchased by the woman or under her direction. Not only does she control the table, but she is responsible for the children's clothes, and even for her husband's clothes.

Man's bravery is limited.

Many a man, who is courageous enough to stand in front of the cannon's mouth, who dares to hunt Teddy bears in the Republican wilds, who is willing to risk his body and mind holding up or down the presidency of your association, actually wilts in front of that skirted power behind the man greater than the man himself—woman, the boss-in-chief of home and money.

Where is the man who dares wear a coat or a pair of pantaloons which doesn't suit the woman of the house? Go through the advertising pages of the great newspapers and the big magazines, and you will find that 90 per cent. of the announcements are directed to women.

Woman Controls.

From an advertising point of view, from several other points of view, man amounts to mighty little. The woman controls the situation. If she is for the commodity, the commodity succeeds. If she is against it, it fails.

Great is Woman. Little is man.

As I understand it, the major part of your exploitation work has been directed to the trade and has consisted of more or less circulars, conventions, discussions and resolutions.

Well and good. These things count. The trade must not be ignored, but more attention should be given to the source of trade—the woman, the consumer-in-chief.

A few days ago the New England electric light proprietors suffered under one of my addresses. For various reasons I don't pretend to know everything, and electric lighting is a little out of my line. Yet I took the chances of springing my woman-consumer idea. I claimed, with all the boldness of ignorance, that the increase in the use of electricity was dependent upon the woman—the housewife who paid a dollar a month for electric lights and a dollar or more for a flatiron heater and electric stove.

Upon this point I waxed eloquent. As I didn't know whether or not I was right, I didn't care what I said. I was unhandicapped by fact, so far as I knew. And yet I had struck the keynote. Everybody present, from the president of a great lighting company to the superintendent, admitted that although they sold hundreds of thousands of dollars' worth of electricity for manufacturing purposes, that the dollar-a-month buyer, the housewife, was the customer to be catered to, and that in her was vested the bulk of the profit.

It is obvious that the local dealer will not sell that which is not demanded. Demand is the basis of business doing. The right to demand in your case is in the woman.

Notwithstanding that cottonseed oil is a southern product, and notwithstanding that the southerner, including the southern woman, is proud of her land and of what it produces, cottonseed oil sales show but a small percentage of what they should be and may be.

There are several reasons for this. First, the southerner knows cottonseed oil, or thinks that he does, possessing a familiarity which may breed some contempt. The northerner doesn't know cottonseed oil, except in a general way. The southerner may be prejudiced against it because he thinks that he knows it, and the northerner may be prejudiced against it because he does not know it.

Secondly, cottonseed oil has been used as an adulterant, and the people, as they run, do not appreciate the fact that an adulterant

may be better than that which it is used to adulterate.

Thirdly, the truth about cottonseed oil has not been more than intermittently preached. The several cottonseed oil mills have crushed the seed, made the oil and have sold it, and most of them have confined their energies to the trade and not to the consumer. There has been no extensive and concerted effort to exploit the virtues of cottonseed oil along strong, extensive, consistent and persistent educational lines. The public hasn't been educated up to cottonseed oil quality and economy. Little effort has been made to break down the prejudice against it and to properly present it as the most economical and purest cooking fat on earth.

It may be said that it is not necessary, because the southerner knows what cottonseed oil is. Perhaps he knows it. But he doesn't seem to realize it or to feel it. The mere knowing of a thing doesn't always increase its sale. It is necessary that the customer or consumer actually feel the truth as well as know it.

I suggest an extensive and persistent campaign of educational advertising to be conducted by your association.

By educational advertising I don't refer to broadsides or to what is generally supposed to be regular advertising, but to a sort of reading-matter publicity, which may become a part and parcel of the woman's daily reading.

The southern press and the trade papers have been most liberal. They gave given columns and pages to the exploitation of the cottonseed. But the press alone cannot be expected to do it all, nor to work for the mere love of it, nor for purely patriotic reasons. The newspaper is a business institution. Its editor and publisher eat food and wear clothes. Few of them run their newspapers for the benefit of their health or for the fun of it. They are obliged to earn their living as other men do, and they can use money as well as the other fellow can.

You represent the cottonseed oil industry, and you are financially interested in it. The newspaper should receive your financial, as well as your personal, co-operation.

Let me say right here that I have no connection with any newspaper. I am telling the truth this time for the love of it.

It is obvious that I should not present in a to-be-reported speech the working machinery of an educational campaign, because much of it should be done in secret. At the close of my address I will attempt to suggest ideas, if you will question me.

Generally speaking, educational advertising consists of the circulation of matter interesting to the public and of financial value to the producer of the commodity. The vir-

tues of cottonseed oil should be kept constantly before the public through the medium of the newspaper and through the wise circulation of acceptable printed matter, all of it, or most of it, to be of popular character and devoid of the technical.

These articles should not only tell the public what cottonseed oil is, but they should tell the people how to use it—and keep on telling it.

The fact that the woman is more or less familiar with cottonseed oil and its uses, or thinks that she is, is no excuse for not telling her over and over again the truth about it. She should be made to realize that cottonseed oil is as necessary to the proper maintenance of the home as is the mattress or the cook stove.

There is a psychology of everything, including business. Psychology is but another name for opportunity—for opportune opportunity. The commercial psychological moment has arrived.

Full of Germs.

Germs and microbes have become our prominent citizens. There are few people, from the crossroads' hostler to the member of the legislature, who cannot intelligently discuss purity and impurity, germs and microbes. For the last few years the newspapers and magazines have been filled with germ matter.

We are entering a pure food age. We are receiving a practical health education. We are living longer and enjoying life. We are realizing germ dangers. We are appreciating the value of pure food, and vegetable food especially. The recent packinghouse investigation has done much to convince the people that vegetable matter is purer, healthier and better than animal matter.

While the sale of animal products may not materially decrease, the use of vegetable food is rapidly increasing. Even the patent medicine vendor, who knows the great washed and unwashed public, advertises that his concoction contains vegetable ingredients.

There was never so good a time for the exploitation of vegetable products, and especially one like cottonseed oil, which cannot help being a permanent commodity.

For these reasons your educational work may run along two effective and distinctive lines—one affirmative and the other negative—a condition not often enjoyed. Affirmatively you can present the truth about cottonseed oil, tell of its purity and its good-doing character, and at the same time you can quietly mention the impurity of animal products.

Nature is with you. Animal is against you. Let Nature take her course. But don't forget to oil her way with the only successful lubricant—cash, and plenty of it.

THE VALUE OF A GOOD NAME

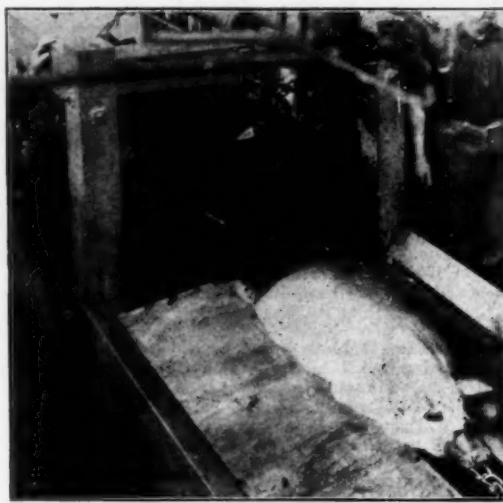
"A Good Name Is Rather to be Chosen Than Great Riches"

By Dr. H. W. Wiley, Chief, Bureau of Chemistry, United States Department of Agriculture.

The text which I have just quoted furnishes a fruitful theme for thought. It appears to be quite in contrast with some other well-known expressions on the same subject. Shakespeare, for instance, says: "A rose by any other name would smell as sweet." It is evident, I think, without discussion, that a mere name does not add anything to the properties of an individual or of a substance, nor does it take anything away therefrom. Nevertheless, it is true that the name is associated with certain properties so that when it is heard the character of the individual, or the nature of the object is suggested. It is quite true that a rose by any other name would smell as sweet, but nobody wants to call a rose an onion or garlic. The name, therefore, becomes valuable because of its associations, and because of its distinctive character. To give the proper quality to a name may require years of effort and endeavor. The poet of the Bible doubtless had just such a career in view when he wrote the words of the text. It does not take very long to establish a bad character. It is not at all difficult to associate with a name a character or quality which is undesirable, but for the very fact that it requires long years of strenuous industry to build up a name with which are associated worth, honesty, character, quality and reliability it is regarded as being worth more than great riches. Experience has shown that great riches may often come by accident, by inheritance, by a lucky discovery, by good luck, and by many other means not dependent on the character or quality of the possessor. It is true a good name may be inherited, but that is only *prima facie* evidence of excellence. To be of value it must be corroborated by a proper life and endeavor. While it is true, as just stated, that a name has no intrinsic value, it nevertheless has a commercial value. It is well known that there are great mercantile agencies established in this and other countries which investigate the responsibility of business men and business firms. The reports which these commercial agencies render in respect of these names become a



BEFORE



AFTER

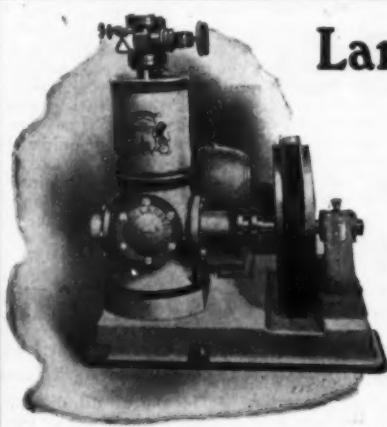
Boss Hog Scraper

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basis of commercial valuation. Perhaps it is not extravagant to say that 90 per cent of all the business that is done in this country is based upon the commercial value of names, whether of individuals or objects, so that literally as well as figuratively it is true that a good name is to be chosen rather than great riches. We are all familiar with the phrase, "His word is as good as his bond." But why is this the case? Because it is known that the man who gives his word is one who keeps it—his name is a synonym for reliability. In all communities we have men of this class, and in all communities, too, are found men of the other kind, whose word is worth little or nothing, and their names are associated thus with a character of small value. But a good name is worth more than a basis for commercial transactions. There is a satisfaction in the establishment of a good name in the individual which cannot be measured by money. This desire to have a good name is one of the great restraining influences which keep men in the path of duty. How often are we swayed by anger, by passion, by hatred, by envy, and incited thereby to do acts which are not strictly in harmony with the code of ethics. When we remember, however, that it will be a reflection upon our good names if we engage in conduct of this kind we are restrained and kept from the wrong. To stand well in a community and have a name which is synonymous with honesty, uprightness and justice is certainly to be preferred to great riches, provided, as the text indicates, that you cannot have both. This, of course, is not always the case, because a good name may often be associated with great riches, and yet when this is the case it is evident that if you were to say to the possessor of the great riches and the good name: "It will be necessary for you to choose between these, you cannot have both," it is my opinion that in most cases the possessor of the good name would relinquish the riches, especially if he were really entitled to bear a good name.

Association of Names.

Among inanimate things we have the same principle obtaining, as certain names of objects which we associate with certain qualities. With sugar we have the associated idea of sweetening; with silk of lustre and fineness of texture; with gold durability, incorruptibility, beauty of color; with diamonds of brilliance, hardness, attractiveness, and so all through the list. A name therefore is more than a mere sound—it is an actual description of quality and has a value which is not to be measured in any case by riches. For this reason it is that unscrupulous persons may take advantage of a name for improper purposes. The most flagrant abuses of this kind constitute forgery, where a false name is used for the purpose of obtaining property, money or other possessions. This is a crime which is recognized as one of the most heinous, and is punished in all countries both by fines and imprisonment. The fact that forgery is practised shows the commercial value of a name. But this is not the only, although the most flagrant abuse of this kind. And this brings me to the practical part of this address, namely, the use of wrong names upon food products. So extensive has been the abuse of this kind that laws regulating it and providing penalties for it have been passed in nearly all countries. Two or three years ago there assembled at Madrid a congress representing the various European nations. This congress had for its purpose the protection of proprietary rights and of geographical names. As is well known, many countries become noted for producing food products of excep-

tional excellence. As soon as a good name has been established in this particular it has been quite the custom for other countries to utilize it for selling inferior articles of the same kind. In the case of Spain, for instance, the manufacture of wine, known as sherry, is a long established industry, and the product is one of exceptionally fine quality. Other countries began also to manufacture sherry wine, claiming that as it was a type of that wine it might also bear its name. This principle could be illustrated by hundreds of similar instances. Not only the name of the particular part of the country, but the name of a region has been used in the same way, as, for instance, when the manufacturers of sparkling wines in other countries called them champagne, or the makers of brandy outside of the Charentes called their product cognac. We need not go solely to foreign countries for illustrations of this tendency. In our own country we have known Vermont maple sugar to be manufactured in other parts of the country. New York cheese has been made even in Wisconsin and Ohio, California fruits have been grown in Delaware, New Orleans molasses has been made in Chicago, and Blue Point oysters have been gathered all along the coast. In fact, so extensively has this practice gained a hold that until within a short time the name of a locality or of a place could not be regarded as any certain indication of origin. Of course, only two results may follow such abuses. One is that temporarily the person who uses the name falsely may obtain some profit therefor, but eventually the result of this abuse is that the good name of the article is destroyed and the locality where it is made is the chief sufferer.

Ancient Use of Oils.

We are coming now pretty close to a direct application of this principle to a matter which is of great interest to this convention. The use of vegetable oils for food purposes is a very ancient one. It is known that olive oil was in use in the earliest historical periods—in Greece, in Italy, in Palestine. Oil and wine are two food products which are universally spoken of by the earliest historians, especially in Southern countries, where both are grown and their value as foods and beverages recognized.

Among these vegetable oils the one which has always stood at the head is that expressed from olives, so that olive oil became a type of a vegetable oil of the highest quality at least in so far as palatability and price are concerned. In so far as mere nutritive qualities are to be taken into consideration there is little difference in the vegetable oils which are used for foods. They all have a very high nutritive value, and yet the pure olive oil is preferred to them all. But pure olive oil is made in limited quantities and this and the price at which it must be sold renders it quite impossible for the people at large to enjoy its benefits, hence the discovery and manufacture of cheaper vegetable oils, wholesome and nutritious, has come as a great boon to humanity, enabling us, who are in humbler circumstances, to utilize a food material quite as nutritious, if not quite so desirable in other respects, as olive

oil. Unfortunately, however, from the beginning of the use of other vegetable oils attempts have been made, more or less successfully to represent them as olive oil. This was done either by the grossest form of misbranding, namely, the marking of the package as olive oil, by insinuation, imitation of label, or by use of some of the phrases employed for the designation of olive oil. For instance, it is well known that olive oil is used upon the table, and hence the phrase "Table Oil" is invented. It is also known that olive oil is used largely as a dressing for salads, so the phrase "Salad Oil" was invented. The shape of the package and character of the labels used for olive oil have also been imitated. The French language has been employed upon labels because many of the olive oils come from France and bear French labels, and so in many ways the name of olive oil has been utilized for the sale of oils of other sources. All this has resulted, as indicated above, in temporary pecuniary advantage to those who have misused the name, but those that have really suffered in the matter have been the firms and merchants engaged in the production of the genuine olive oil. So general has become the suspicion attaching to oils of these kinds that olive oil itself has suffered in the markets and been reduced to a price which is wholly unremunerative by reason of this suspicion, and the fierce competition to which it has been subjected. There is no reason whatever why everyone of the vegetable oils which are used for human food should not by this time have established a good name of its own. Had this been done all abuses of the kind which I have mentioned would have been avoided and each one of these materials would stand upon its true merits. It is perfectly certain that in the end it is merit alone which will win position, either for a person or a food product. It is not every man who is named Daniel Webster who becomes a great orator or a great statesman, nor is it every member of a renowned family who achieves distinction. At the start the name always helps—it is the visiting card which introduces you to the world. Just as the man who holds a diploma from an institution of learning which is known to be sound, efficient and well established has a *prima facie* right to the company of learned professors and to be received in polite society, so the man who inherits a good name has that advantage, but unless he lives up to it, unless he shows he is worthy to bear it, neither the diploma nor the name will bring success. And so it is with every food product which is offered to the people. Under a false name it may receive a favorable introduction and achieve a temporary vogue, but unless it has merit and unless it stands upon that merit and upon its own name it can never achieve any lasting success.

Stand Upon Merit.

There are two food products which occur to me at the present time as being peculiarly illustrative of this principle. One of them is glucose. The disadvantage under which glucose labors to-day is due, in my opinion, to the persistent and determined efforts to distribute it among the citizens of

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For breakfasts, luncheons, sandwiches, as a rasher for steaks or fowl—nothing so delicious as Swift's PREMIUM Bacon broiled. From U. S. Government Inspected porkers. There is a distinctness about the cure of Swift's Bacon that makes it always "PREMIUM." If Charles Lamb lived today his theme would be "Broiled Bacon" instead of "Roast Pig." Swift's Premium Bacon broiled well browned and crisp, certainly tastes good. So nut-like in flavor and one of the most valuable of meats. A great aid to digestion. The important thing to remember, is that your dealer gives you Swift's PREMIUM —no other.

What Dr. Van Dyke says about Broiled Bacon.

"What adjectives shall we find to do justice to that ripener, richer, more subtle and sustaining viand, broiled bacon? It strengthens the arm while it satisfies the palate. Crisp, juicy, savory; delicately salt as the breeze that blows from the sea; *** aromatic, appetizing, nourishing, a stimulant to the hunger which it appeases *** brought by art and man's device to a perfection surpassing nature. All the problems of woodland cookery are best solved by the baconian method."

—In Scribner's for January, 1907.

Swift & Company, U. S. A.



Facsimile of advertisement appearing in leading magazines.

this country under some false name. We eat it in honey without knowing it; it masquerades in the form of maple syrup and New Orleans molasses; it creeps into jams, jellies and marmalades; it enters the back door of the brewery to come out the front as beer, and thus, secretly, under an assumed title, it seeks to gain recognition. The result is that nearly everyone in this country looks upon glucose with suspicion simply because it never has seemed to be quite willing to take its own name before the public. In my opinion, if the makers and dealers in glucose twenty-five years ago had set their faces firmly to make and sell their product on its merits, all the opposition which is now manifested to glucose in all parts of this country would have long since been overcome, and yet to-day the makers and dealers in glucose have still to make their fight for a good name, and to do this they must at least recognize the name as legitimate. This is the very first principle of establishing a good name.

The other instance of a food product to which I referred is one which concerns you directly—that is, cottonseed oil. This, as we know, is one not only of the cheapest, but one of the best of the vegetable oils as made to-day by the modern processes. It is sweet, wholesome, palatable and nutritious, and yet we find it laboring under certain disadvantages, and these, in my opinion, are not due to lack of merit in the product, but to the treatment to which it has been subjected, presumably by its friends. Just now for the first time they are beginning to be willing to own their own child under its own name and are telling the people of the country that they are eating, not olive oil, not something else under a French name, not salad oil, not table oil, but that they are eating cottonseed oil. Had this campaign been started a quarter of a century ago there would have been no difficulty to-day in the sale and consumption of very much larger quantities of cottonseed oil than are consumed throughout this whole country. There is certainly nothing to be ashamed of in the name of cottonseed oil. It ought to be a synonym of purity, palatability and excellence, and now is the time to push the propaganda which is already begun in favor of calling it by its own name. We have heard much of the argument that it is impracticable to use the true name of

an article because if you do the people will not buy it. Could there be a stronger argument in favor of a good name than that? If the article really be valuable it is evident that it has in some way received a bad name which it does not deserve. The legitimate course of procedure in this case is to see that it deserves its own name and does not masquerade under the name of something else.

There is no longer any excuse to try to cover up matters of this kind—we should recognize the dictum that the days of delusion and deception are done. The people of this country are in earnest about this matter. This sentiment for correct names, for freedom from adulteration is no mere brain storm which is sweeping over the country—it is the legitimate growth of education and a revival of the ethical principle of justice and of right. The people want to *know*, and the people are determined to *know*, and the people cannot always be deceived. I do not believe that any one of you here would care to continue to promote a business which was not worthy of your support. If cottonseed oil is not a fit substance to be consumed by man, then let us stop trying to make him consume it. If it is fit for human consumption, let it stand upon its merits and upon its own name and take its chances in the markets of the world. The real support of a movement of this kind must begin at headquarters. I know that it is perfectly certain that not one of you here sells from your factory cottonseed oil for anything else or more than what it is, but you have a great moral power which should be wielded in this matter, that is, you should say to the customer who buys from you: "You must not sell this for anything else than cottonseed oil. We believe it to be a good product, suitable for human consumption when properly refined, and we do not care to have a continuation of the handicap under which it is sold and used. We want it known everywhere by its own name. We are in this business—we propose to stay in it and we want your help to establish it upon a proper foundation. It is as much your interest as ours—it is our mutual interest—the interest of the whole people—you must join us in establishing a good name for cottonseed oil, for this will mean more to this industry than great riches."

against American effort and American mercantile credit that will require years to overcome. When entrance is secured in a market we must remain even at temporary loss, depending upon improved conditions to overcome temporary business depression and bring a fair margin of profit. The general superiority of American goods is acknowledged wherever they have been maintained long enough to become known to the people, and so long as supplies can be relied upon and their quality maintained they will be preferred.

The principles that underlie successful trade are fundamental, and the law that directs it, although unwritten, is universal. Strict integrity is just as essential in the Orient, as in the Occident, and thorough knowledge of local requirements, and studious observance of popular characteristics as needful to win foreign as to hold domestic markets. It is neither natural nor reasonable to expect that habit and customs, however primitive, and which are buttressed upon the training of generations, can be suddenly and ruthlessly overcome even by the progressiveness of the most advanced civilization. We must enter the world's markets not to practice philanthropy but to advance and enlarge trade, governing our conduct by those simple rules of fair dealing that are understood and appreciated in every market place of the world.

The output of our factories, and its steady increase suggests that exploitation of foreign markets is a matter of the utmost concern. Apart from the agricultural productiveness of the country, its industrial energies have been developed to an extent that will impell those who are directing them to seek an outlet beyond our natural boundaries. Our great agricultural staples, cereals, provisions and notably cotton, need no unusual agencies to force them into foreign markets, and their sale abroad will be commensurate with the necessities of the people for food and the enterprise of foreign manufacturers in the production of raiment and other necessities. We will continue to sell abroad \$400,000,000 annually in raw cotton so long as American manufacturers content themselves with permitting this great staple to be utilized by foreign manufacturers in carrying on and extending their mills and factories, and in supplying cotton fabrics to the people of every quarter of the globe. Ships flying the flags of the great commercial nations will continue to come without solicitation for the raw materials so abundantly produced in the United States, but the products of American factories and mills must be pushed into foreign markets and held there by intrinsic merit and persistent enterprise. The fact that the annual output of our manufacturing industries has reached the enormous aggregate of \$15,000,000,000 clearly indicates that the productive mechanical energies have passed beyond the country's capacity to consume, and conveys the admonition that outlets over seas must be sought.

Our hold in European markets for the sale of crude and partially manufactured products may be regarded as secure, and for the reason that American producers have no competition that is in any manner menacing. Outside of a few manufactures ready for consumption—boots and shoes, farm implements, hardware and certain classes of machinery—Europe offers relatively small encouragement. American manufacturers and merchants must therefore look to the countries adjoining the United States in the Western hemisphere, and those of Asia and Africa. It is in these fields that manufactured products of our European competitors are found in great variety and abundance. Most of the products that are sold in those markets are not only largely manufactured in the United States, but a considerable number of them are of admitted superiority, and no reasons can be advanced to show why these should not, with intelligent direction and persistent effort, make their way with the people of foreign countries who require them.

(Continued on page 39.)

FOREIGN OPPORTUNITIES

By Major John M. Carson, Chief of Bureau of Manufactures, Department Commerce and Labor.

It is a source of gratification to meet the men who are actively identified with one of the great industries of the country, and to be invited to participate in their councils is an honor and a privilege which I highly appreciate. The organization of the men who are conducting the productive industries and directing the commercial affairs of the country is a significant and encouraging sign, and the assembling of such organizations in national or interstate gatherings is evidence of an awakening that augurs much for the future. The coming together of earnest men who are engaged in a particular field of industrial activity, to deliberate upon business methods and to discuss policies suggested by experience, cannot fail to be helpful to the individual and profitable to the whole body. Individual effort properly directed usually brings success, and community of effort generally secures the largest measure of fruition, furnishes additional incentive to the individual worker new inspiration and increased momentum to the multitude, and discloses new fields for cultivation and conquest. The truthfulness and the forcefulness of this declaration is attested by the experience and the accomplishment of those who are directing the industrial and commercial enterprises of other countries, and especially those of western and southern Europe, whose representatives are numerous found in every market of the world, including that of the United States. With the impetus incidental to years of suc-

cessful fulfillment, encouraged and aided by governmental agencies, we cannot reasonably hope to prevail against those who have for years occupied the commercial field unless we adopt methods similar to those that our rivals have found necessary and efficacious, and persistently adhere to them.

To successfully invade and maintain foreign markets through knowledge of existing conditions must be studied, and instead of wasting time and effort in a vain attempt to change or reform them, our methods must be adjusted to them. The requirements of climate, habits and tastes, peculiarities and prejudices of the people, must be recognized and responded to. Our commercial rivals are successful because they follow these general rules. The natural hostility of old established houses is certain to be encountered, but this can be overcome if our people will give the purchaser fabrics that will satisfy his taste and meet his requirements. Manufacture for the market to be occupied, make your goods at least equal in quality to those of your rival, and even more attractive in style and preparation, and offer terms and prices that will insure consideration.

To abandon a market, even temporarily, after an entrance has been effected is a mistake that is certain to be attended with far-reaching disaster. Such abandonment entails loss and vexation upon the local merchant who may have been induced to sever old to assume new commercial relations, and arouses a degree of prejudice

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ASSERTING RIGHTS

The action of the Chicago packers in de-
ciding to buy all cow stuff subject to govern-
ment inspection commencing Monday, May 27,
is one which shows that while they intend to
assert their rights they intend to do it as
decently, though as firmly, as possible.

No one outside of the packing house busi-
ness can realize the enormous losses which
have resulted from the extremely rigid en-
forcement of the meat inspection law. A
conservative estimate places the figure at very
close to 3,000,000 dollars annually, or about
10,000 dollars for each working day. This
burden, heretofore borne with as much
patience as possible by the packers, has
reached the point where in many cases it ut-
terly obliterates profit in the business.

The worst feature of the situation has been
that as the stock raiser has received full re-

turns for his stock, whether diseased or other-
wise, no attempt has been made to bring about
better conditions. The dishonest farmer has
been placed upon exactly the same plane as
the honest one and the careless farmer has
received as full returns as the careful one,
simply because both received the same price
for their products in the live stock markets.

Naturally a relief from the burden of dis-
eased animals could not be expected from the
farming interests while this condition of
affairs existed. A frank statement in addition
to this would be that owing to public and
legislative prejudice the packers could not
expect remedial action from public sources.
It followed that when the situation became
unbearable they would have to take the
matter in their own hands. This they have
done by serving notice that one of the most
dangerous class of animals hereafter will be
purchased only subject to government inspec-
tion. This cannot be attacked upon any
grounds whatsoever. It is merely the every-
day act of commercial business in which the
buyer has the right to know that he gets
exactly what he purchases and if he does not
get it to have the legal privilege to reject it.

It is upon this principle that the packers
are working, but at the same time it is a very
friendly notice to the live stock raisers who
have been shipping diseased stock that they
must immediately take action to clean up
their farms and to eradicate disease. If this
friendly notice is not taken in the proper
spirit, or if it does not result in a lessening
of the packers' burden, it would be no more
than exact justice if the packers took further
action and refused to buy any stock at all ex-
cept subject to the government examination.

It is to be hoped that the notice served will
be entirely sufficient for the purpose and that
it will result in such a cleaning up of farms
and care in feeding methods, as well as pre-
cautions against disease, that the number of
animals condemned by the government in-
spectors will be so materially lessened that
further action will not be necessary.

While this action has been taken by the
Chicago packers alone it will doubtless be
followed by other sections, and very properly
so, that the widest notice may be given to
farmers in all sections of the country that the
packinghouse industry generally has reached
the limit of endurance in so far as condemna-
tions are concerned. The American Meat
Packers' Association, it is understood, has
taken no action in this matter because, as it
has stated, it considers it inadvisable to do so
at this time, but there is no question but that
individual concerns can follow the example of
Chicago without fear.

This action, in which Chicago takes the
initiative, is one of the most important hap-
penings of the packinghouse trade in recent

years. It is the first indication since the up-
heavals of last year that the packers are feel-
ing that it is time that some of their rights
were asserted and as has often been pointed
out in these columns the industry generally
has only to know that it is conducting its busi-
ness in a proper and cleanly way and that it
may then insist, and not ask, that all of its
natural rights shall be respected in every sec-
tion of the country and in all legislative
bodies.

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COTTON SEED CRUSHERS

The Inter-State Cottonseed Crushers' Asso-
ciation met in annual convention this week at
the Jamestown Exposition. For the first time
in the annals of such a business organization
a convention held in connection with an ex-
position was a success. It might be in-
ferred in this instance that the result was due
to the unreadiness of the Exposition, the
consequent lack of attractions causing conven-
tion delegates to center their attention on busi-
ness rather than pleasure. Such was not the
case, however. The programme, admirably ar-
ranged, enabled all visitors to take in all
exposition attractions, and still left time for
careful consideration of convention business.
Such consideration was given to the conven-
tion programme, except on the last day, and the
results will be evident in the coming
months in the increase in interest which is
bound to be evident wherever association
members are located.

A prosperous and growing industry has been
responsible for a prosperous and growing asso-
ciation. A peculiar crop season just past,
with prospects of what may be an unusual
season to come, tended to bring cotton oil
men together to talk over the situation.
Changed conditions brought up discussion of
changed methods and the necessity for changed
rules. Expansion of trade at home and abroad
made clearer the need for education of those
in the industry in the best methods of pro-
moting and maintaining such expansion.
Honest advocacy of an honest product, fair
trading methods and the need for increased
advertising were the keynotes of convention
discussion.

The meeting was full of benefit for every
member of the trade who attended, and for
everyone who was unable to be present, but
who will take the trouble to read the account
of the convention proceedings as it appears in
this issue of The National Provisioner.

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A HOT WEATHER TEST

A severe test of the practical efficiency of
the regulations for enforcing the meat law
will be made as the warmer months ap-
proach. As practically all kinds of preserva-
tives and disinfectants are forbidden at pres-
ent, there can be no doubt that there will

be heavy losses during hot weather, owing to meats which become soured, tainted, skippered or otherwise spoiled. If such losses are preventable by the promulgation of additional regulations by which means are permitted to overcome such losses, the Department will show an earnest desire to protect the property interests of the packers, as well as to protect the health of the public.

There is no provision of the meat inspection law, either in letter or in spirit, by which the packers should be made to suffer an unnecessary loss, and it seems only fair that as the warm months approach and before the heavier losses commence the Department should give serious study to these questions, in order that the losses may be avoided if possible. Otherwise a very severe burden would be added to that already borne by those who are struggling to make a profit out of packinghouse operations, and doubtless many other concerns will relinquish their federal inspection rather than incur losses which are heavy and which may in individual cases seem unnecessary.

The inspection officials of the Department of Agriculture have heretofore shown a very fair spirit in such matters, and it is reasonable to suppose that they will find some means of protecting the packers' interests during the trying summer months.

NEGLECT PLAGUE SOURCE

Attention is once more called to the subject of tuberculosis in cattle by a publication of the Department of Agriculture which has just been issued and of which Dr. E. C. Schroder is the author. It is entitled "The Danger of Tubercle Bacilli in the Environment of Tuberculous Cattle." In transmitting this work to the Secretary of Agriculture Dr. A. D. Melvin, Chief of the Bureau of Animal Industry, says:

"The work as a whole shows that the general condition or appearance of a tuberculous animal gives no indication as to the time when it will begin to distribute tubercle bacilli and become dangerous; that the milk from all tuberculous cattle, irrespective of the condition of their udders, should be regarded as dangerous, and that even the milk of healthy cows, if it is drawn in the environment of tuberculous cattle, may contain tubercle bacilli."

In the course of the article the author gives it as his opinion that animal tuberculosis is transmissible to man, though he mentions the fact that other authorities disagree with him. But he very wisely adds that, "while this matter awaits a solution and there is not perfect harmony among authorities, we may reasonably assume that it is better to guard against exposure to infectious material scattered by persons and

animals than only against that scattered by persons."

The article declares that animal tuberculosis spreads very quickly and that danger from the milk supply is very great. The impression one gets from reading this and previous articles from the same noted authority is that a very large proportion of the tuberculosis existing among human beings is directly traceable to the supply of dairy products.

It seems strange, to say the least, that a federal administration which is so quick to propose measures for regulating all manner of industries should overlook what is perhaps the most important of all—that of decreasing the number of victims of the great white plague, whose deaths are not the worst result of the disease, but whose lingering miseries make it a perfect horror. Ample evidence of the necessity for some form of federal action by which tuberculosis in animals could be eradicated is made most evident in these reports from the Department of Agriculture, which is part of the present federal administration.

The difficulty is that the government issues so many pamphlets on so many subjects that very few of them are seriously regarded, and matters of such moment as the decreasing of tuberculosis are overlooked, along with the trivial questions. The Department itself has shown the cause of this great public danger, and it is the solemn duty of government officials to find measures for eradicating it.

TARIFF COMMISSIONS

It is evident that the feeling as to the good accomplished by sending tariff commissions abroad to negotiate tariff truces is not unanimous. The failure of the German commission to secure any benefits for the livestock or meat industries in the new German agreement inspires the Chicago Livestock World to make this comment:

"We sent a tariff commission to Germany not long since to arrange for admission of our meat products. A German statesman, and they are wise ones, dryly objected to the admission of American dressed beef, owing to what he called 'Texas fever.' He professed fear that the people of the fatherland would be liable to the scourge.

"And the distinguished gentlemen composing our commission were floored. None of them knew the nature of splenetic fever or the habits of the tick. They did not know, as the German statesman doubtless did, that once the hide is removed from the carcass, beef is as remote from a tick as the earth from the moon, and that only a small percentage of American cattle ever come within range of tick activity, anyhow. What a spectacle such a commission presents to the astute European!"

It is suggested that if we send a commission to France to stave off a threatened tariff war there we should send men who are thoroughly equipped for the task. There are such men in our meat and livestock trade.

THE GERMAN MARKET.

The National Provisioner received the following letter dated Hamburg, May 9, 1907:

Gentlemen: Prices for hogs in Germany are now on a par with Denmark and therefore the lowest in Europe in all those countries here which are a factor in the market of meats and lard. The highest prices are prevalent in France, 62 marks; Italy, 60 marks; England, 55 marks; Holland, 52 marks; Austria, 53 marks, and Germany and Denmark, 46 to 48 marks—all per 50 kilo dressed weight, sinking the offal for the buyer. The import of pork and bacon into Germany is made very difficult by tricky laws and high duties and inspection fees of about 41 marks per 100 kilos besides complete embargos as that from North America. Denmark has no duties and fees and no embargos at all and yet hog prices are the same as in Germany! A more complete failure of agrarian and protectionistic lawgiving as that in Germany has been shown never before. There is still in force in Germany that interdiction laid on North American pork and bacon in 1883, and it will be in force another year as it seems. The negotiations for a commercial treaty between Canada and Germany are in good progress, and it may be that next fall Canadian packinghouse products, including pork and bacon, will be permitted in Germany. No German common law nor meat law requires a health certificate with meats, and if Canada makes some tariff concessions, her pork products will enter Germany before United States products. It was said in American papers that the German Economic Committee had refused to allow American pork products in, but this is wrong. The Economic Committee had nothing to allow nor to refuse, it had only to give its opinion of the new trade regulations between Germany and the United States. It may be that the German Government will levy the existing embargo on American pork products during next fall when it is shown that the American custom regulations really are moderated but the writer expected that the repeal of this embargo and also that on live cattle was contained in the new trade arrangement. However, as no parliamentary permission is necessary to repeal these embargos which have been laid on American products by the German Chancellor with the consent of the federal council, this repeal may be made at any time. As the present German Chancellor has called himself an agrarian Chancellor there is no prospect of a repeal, although the facts show that neither duties nor embargos could prevent that the German farmer at present gets the lowest prices for his hogs in Europe. Of meats only about 30 to 40 carloads of fresh beef are brought into Germany every week from Denmark and 5 to 10 from Holland. Imports of salted meats have stopped entirely beside 10,000 to 12,000 hog plucks every week from Denmark and Ireland.

The demand for guts has been pretty good all winter through, and will continue to be so during the summer, as the low German hog prices allow a greater manufacturing of sausages, the consumption of which is stimulated by the high prices for beef, mutton and veal.

It now depends on the governments of Canada and the United States which country will reconquer first the German market, and the next elections will have to decide this.

ICE AND REFRIGERATION

ICE NOTES.

Austin, Tex.—The San Angelo Ice and Power Company has increased its capital stock from \$30,000 to \$60,000.

New York, N. Y.—G. F. Liginger of 765 9th avenue has installed a complete 3-ton refrigerating outfit in his market, furnished by S. Oppenheimer & Company of 96-100 Pearl street.

Buffalo, N. Y.—It is rumored that the Gifford-Wood Manufacturing Company with plants at Hudson, N. Y., and Arlington, Mass., contemplates concentrating its works into one big establishment and is considering this city for the site.

South Fork, Pa.—William Fox of South Fork, W. R. Leap of Cassandra and A. F. Cooper of Pittsburgh are interested in the establishment of a brewery at this place. A company is being formed to be known as the South Fork Brewing Company, and will have a capital stock of \$150,000.

NEW CORPORATIONS.

Decatur, Ala.—The Decatur Ice and Coal Company will erect an addition to its plant to cost around \$20,000. The ice plant is to have a capacity of 50-tons.

Hartwell, Ga.—J. L. Linder and W. T. Johnson will establish an ice plant and steam laundry at this place.

Dublin, Ind.—The Dublin Co-operative Creamery Company has been incorporated with \$5,000 capital stock.

Philadelphia, Pa.—The Royal Spring Water, Ice and Improvement Company has been incorporated with \$300,000 capital stock.

New Haven, Conn.—The People's Ice Company has been incorporated with a capital stock of \$40,000 by H. Lapides, L. M. Rosenbluth and M. Guyold.

New Albany, Ind.—The Enterprise Ice Company has been incorporated with \$20,000 capital stock by F. J. Schueler, S. C. Sieveking and Benjamin Jackson.

Benton, Ill.—The Benton Ice and Cold Storage Company has been incorporated with \$20,000 capital stock by R. R. Ward, C. G. Jones and W. W. McCreery.

Gary, Ind.—The Gary Creamery Company has been incorporated with \$15,000 capital

stock by L. S. Kohn, S. L. Kohn, W. H. Fitzgerald, B. J. Fitzgerald and M. C. Thule.

Arlington, Tex.—The Arlington Heights Light, Power, Ice and Water Company has been incorporated with \$40,000 capital stock by W. U. Duggan, C. C. Kay and W. C. Weeks.

Los Angeles, Cal.—The City Ice and Cold Storage Company has been incorporated with \$500,000 capital stock by J. W. Jones, I. C. Tichenor, C. Marchetti, S. Giletti and P. E. Usher.

Massena, N. Y.—The Diamond Creamery Company has been incorporated with \$100,000 capital stock by R. J. Donahue, J. R. McMonagle of Ogdensburg and J. O. Hyde of Massena.

Washington, D. C.—The Takoma Springs Ice Company has been incorporated with \$400,000 capital stock to manufacture ice, by James A. Sample, C. M. Smith, G. C. Tower and C. M. Heaton, all of Washington, and G. V. Pattison, H. W. Pentecost and L. E. Pentecost, all of Guthrie, O. T.

TRADE GLEANINGS.

A company has been organized at Ryan, I. T., to establish a cottonseed oil plant.

Fire damaged the smokehouse of Parker, Webb & Company at Detroit, Mich., last week.

Charles H. Craig has been granted a permit to operate a tallow house at Gloucester City, N. J.

The Camden Oil Mills, at Camden, Ark., will erect a fertilizer factory 40 x 120 feet, thoroughly equipped.

The Huntsville Cotton Oil Company, Huntsville, Tex., will expend about \$12,000 in improvements to its plant.

It is reported that the John Finnigan Company of Houston, Tex., will erect an abattoir on Galveston Island, Galveston, Tex.

It is rumored that Armour & Company have secured a site at Buffalo, N. Y., for a branch house and cold storage plant.

The Yoakum Cotton Oil Company, recently incorporated at Yoakum, Tex., will erect building, two presses, capacity 30 tons.

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Salisbury, Md., will erect and equip a building 60 x 80 feet, as a fertilizer factory.

James M. Smith is organizing a company at Colbert, Ga., for the purpose of establishing a cottonseed oil mill and guano factory.

C. P. Morgan and M. Sansom are interested in the organizing of a cotton oil company with \$50,000 capital stock at Santa Anna, Tex.

Ground has been broken for the new fertilizer factory which is to be erected by Willcox, Ives & Company at Savannah, Ga., at a cost of \$25,000.

The Windsor Leather Company of Boston, Mass., has been incorporated with \$5,000 capital stock by W. S. Powell, E. R. Benda and A. A. Shafter.

The Columbia Can Company of St. Louis, Mo., has been incorporated with \$60,000 capital stock, by F. L. Westerbeck, H. F. Westerbeck, C. Doerman and others.

The Notasulga Cotton Oil Company of Notasulga, Ala., has been organized to erect a cottonseed oil mill and ginnery. J. Burns of Opelika, Ala., is interested.

The Latham Land and Cattle Company of Dublin, Tex., has been incorporated with \$150,000 capital stock by J. H. Latham, J. T. Morgan, L. Longley and others.

The Lancaster Cotton Oil Company of Lancaster, S. C., has been incorporated with \$60,000 capital stock by J. T. Stevens, W. T. Gregory, J. H. Witherspoon and others.

The Baker Leather Company of Brooklyn, N. Y., has been incorporated with \$10,000 capital stock by R. M. Baker of Boston, Lewis Smith of Brooklyn and F. B. Baker of New York.

The Farmers' Union Co-operative Oil Mill Company has been incorporated in Guthrie, O. T., with \$100,000 capital stock, by E. S. Elliott, John Devereux, J. C. Wickes and others.

The firm of Thomas F. Condon & Company of New York, N. Y., has been incorporated with \$100,000 capital stock to manufacture soaps. T. F. Condon, Thomas Tompson and M. E. Condon are the incorporators.

The Wortham Cotton Oil Company, recently reported incorporated, has purchased the former Wortham Cotton Oil Company at Wortham, Tex. New machinery will be installed at a cost of \$3,000 to \$4,000.

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General Offices, 100 WILLIAM STREET, NEW YORK

The L. H. Leopold Company has been incorporated under the laws of Illinois with \$50,000 capital stock, to conduct a packing and provision business. J. N. Heldman, E. Everett and G. Newell are the incorporators.

The O'Callagan American Leather Works Company of Camden, N. J., has been incorporated with \$125,000 capital stock to deal in leather, operate tanneries, etc. The incorporators are A. A. Bliss, H. Turner and D. Cohswell.

The Producers' Glue and Rendering Company of Jersey City, N. J., has been incorporated with \$125,000 capital stock to manufacture glues and conduct a rendering business. H. O. Coughlan, L. H. Gunther and John R. Turner are the incorporators.

The Nevada Packing Company of San Francisco, Cal., has filed articles of incorporation. U. M. Scott, P. L. Flanigan, James Dunn, A. I. Kittle, J. W. Scott, F. P. Deering and F. R. Grotheer are the incorporators, and the capital stock is to be \$500,000.

The United States Leather Company has declared the regular quarterly dividend of 1½ per cent. on the preferred stock, payable July 1, and the Central Leather Company has declared the regular quarterly dividend of 1¾ per cent. on the preferred stock, payable July 1.

The General Specialty Company of New York, N. Y., has been incorporated with \$150,000 capital stock to manufacture glues, pastes, etc. H. H. Bennett, Salem, Mass.; J. S. Anthony, 707 Vanderbilt avenue, and C. B. Skiff, 1436 75th street, both of Brooklyn, are the incorporators.

ADDRESS OF MAJOR CARSON.

(Continued from page 35.)

Much is heard in industrial circles in regard to selling abroad American manufactures of various kinds that have been produced in excess of the home demand. This is commonly known as "surplus," and urgent appeals have been made to the Bureau of Manufactures for assistance to sell in foreign markets "surplus" products that were made especially for our own markets. Reflection will bring the conviction that such expectations are unreasonable and obnoxious to the fundamental rule that directs and controls trade. To sell manufactured products in distant lands such products must conform to climatic conditions and be of such character and form as will be adapted to local needs and agreeable to popular taste. Our surplus manufactured products, and especially textiles, should be thrown upon our own bar-gain counters, and the energy and skill that produce in excess of home requirements be directed to produce articles adapted to the wants of those whose markets are sought. Moreover, they should send representatives abroad who are thoroughly acquainted with the business to be exploited, and these representatives should be clothed with ample authority to act for their principals. These personal representatives should furthermore become permanent residents of the country to which assigned, and should speak its language. By these means the American manufacturer would secure early and reliable information of market conditions and changes, and would be fully advised as to the commercial integrity and financial ability of the foreign merchant. Lack of this kind of in-



Every packer wants the most economical refrigerating machinery and which can be depended upon to produce the maximum of capacity with the minimum of cost, and be the simplest and easiest operated.

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We want every packer who is thinking of installing refrigerating machinery or making any changes to hear our story before he makes any decision. We like to get inquiries and to answer them.

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formation has been one of the drawbacks to American progress. In most foreign countries long credit is the rule, and not knowing the financial standing of the person proposing to purchase, his offer is declined and business is lost. On the other hand, if the character and financial ability of the foreign merchant were fully known to the American manufacturer, sales would be made and the way prepared for a steady trade in the future.

The cotton industry is the greatest of the commercial industries of the world, concerns a greater number of people than any other and the number is increasing in accordance with the world's birth rate. When consideration is given to the vast multitudes of people engaged in the production of the fiber, its preparation for and transportation to the mills for conversion into yarn and cloth, and the preparation in turn of these manufactured products for and their conveyance to millions of consumers in every quarter of the globe, the vastness of this industry will be appreciated, and its commercial supremacy admitted. It is true that as the world advances in moral enlightenment, scientific attainment, mechanical accomplishment and growth of population, all forms of industrial activity now existing and essential to the common welfare will be carried onward by the irresistible march of natural progress, and that new industries will be evolved to meet conditions that will arise, but no present or future industry can possibly distance that of cotton, because it is most essential to the comfort and necessities of mankind, and its production and consumption cannot fail to keep pace with human advancement.

The United States is growing 75 per cent. of the cotton consumed by the world in manufactures and has natural facilities to supply not only all the cotton at present required, but to meet increased demands of

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Washington, 26th and D Sta., N. W., Littlefield, Alvord & Co.
Norfolk, Nottingham & Wrenn Co.

Savannah, Broughton and Montgomery Sta., Benton Transfer Co.
Atlanta, 50 East Alabama St., Morrow Transfer Co.

Birmingham, 1910 Morris Ave., Kates Transfer and Storage Co.
Jacksonville, Doty Bldg., St. Elmo W. Acosta.
New Orleans, Magazine and Common Sta., Finlay, Dicks & Co., Ltd.
Liverpool, 19 South John St., Peter R. McQuie & Son.

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Insulation; but
You, who are wise and truly economical,
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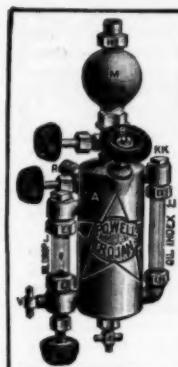
THE BUFFALO REFRIGERATING MACHINE COMPANY, 126 Liberty Street, New York.

the future. With our peculiar and approximately exclusive natural ability to produce this fiber of universal requirement the American planter need have no concern about the future. The world must continue to come to him for raw material. Producing the bulk of this great staple it is a remarkable and lamentable fact that we sell in the world's markets, according to commercial statistics, only a relatively small percentage of the quantity of cotton fabrics annually consumed. In past years the presence of American piece goods in foreign markets was of small concern. The home market, the best in the world, claimed all our attention, taxed all our energies, but was too expansive and too exacting for the limited capital and capacity of our manufactures. Abundance of capital, thorough mechanical equipment, highly skilled although relatively cheap labor, united with years of study and experience, permitted the European manufacturer to not only supply the quantity of cotton cloth needed in the United States which could not be furnished by the home mills, but enabled him to dispose of his fabrics at prices that prevented the expansion of American factories. These conditions have passed, and with the aid of capital, the stimulation of inventive genius, intelligent application of mechanical ingenuity, the superior skill of American workmen, and other helpful agencies, the productive capacity of our cotton mills has become greater than the power of our people to consume, and unless further progress is to be checked, an outlet across seas must be found for profitable employ-

ment of the capital and energy not required to produce for the home market. In short we are equipped to supply our own people with nearly all the requirements for cotton fabrics and prepared to contest with the manufacturers of Europe for a share of the constantly expanding markets of the world. What is true of cotton manufactures in this particular is true of many other productive industries.

I shall not take up your time nor weary your patience with statistics, yet a presentation of a few figures which will give forcible expression to the meagreness of our trade in cotton fabrics may not be inappropriate in an assembly of men who are especially interested in all that concerns the cotton industry. The value of last year's cotton crop, exclusive of seed, is placed at \$642,000,000. Of the 11,345,989 commercial bales of cotton which this value represents, 4,723,703 bales were consumed by the mills of the United States, and it is significant that the Southern mills consumed 2,374,225 bales, which is 12,000 bales in excess of one-half of the entire amount consumed by the mills of this country. The quantity exported and that held in reserve was therefore 6,822,268 bales. Taking into account the exports of cotton manufactures by the United States it is apparent that the great bulk of the home output is consumed in the domestic market, and as the value of cotton fabrics exported for the calendar year 1906 aggregated only \$43,000,000, while Great Britain's exports of cotton manufactures last year

(Continued on page 44.)



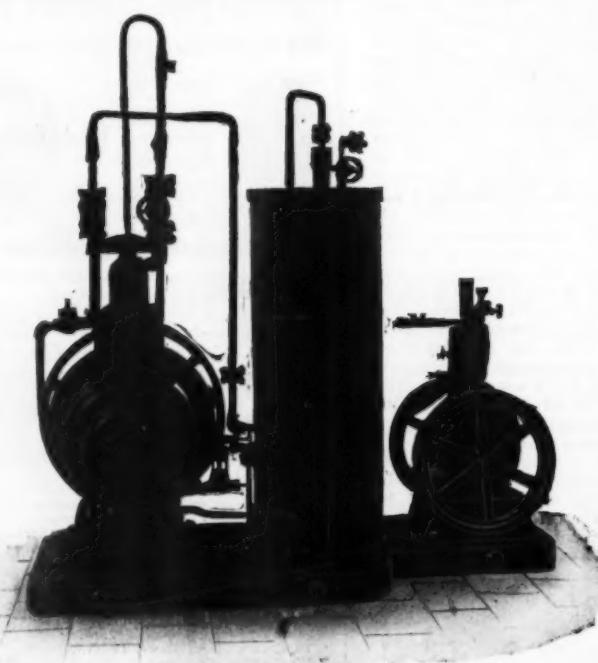
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Double Connection

The construction of the "TROJAN" Lubricator is a radical departure from all other makes of sight feed lubricators, as both the index and sight feed arms are cast in one piece with the body, making a very rigid and strong arrangement.

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REFRIGERATING AND ICE MAKING MACHINERY

Facts that are Interesting and Well Worth Investigating

WE LEAD THE WORLD in excellence of manufacture of this class of machinery.

Our machines are stronger in all working parts, simpler in construction, more efficient in action, cheaper in cost (efficiency considered) than any ammonia compressor on the market.

The essential features of all ammonia compressors are, durability of working parts, efficiency and simplicity of valve construction, and freedom from complications.

We stand ready to guarantee that our COMPRESSOR VALVE, which is a valve and safety head combined, HAS GREATER EFFICIENCY, with the same amount of power expended, THAN ANY VALVE ON THE MARKET.

The Brunswick Condenser has fifty per cent. fewer joints to keep tight. Twenty-five per cent. more condensing power, and (considering efficiency), is very much cheaper than any other make.

Write for detailed drawings of our valves, compressors, condensers, etc., and COMPARE THEM WITH OTHER MANUFACTURERS.

We guarantee every claim we make. We invite a most searching investigation, and finally, we guarantee every plant we install.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard, which is quoted by the cwt. in lbs., pork and beef by the bbl. or firce, and hogs by the cwt.

Erratic but Rather Depressed Speculative Markets—Alternately Higher and Lower—Pressure of Selling by Packers—Grain and Hog Markets Factors—Speculation of a Conservative Order—Supply Position Favoring Selling Interests—Good, Healthy Cash Demands.

That the hog products markets took a turn upward in the early in the week trading, and that subsequently, beginning with Wednesday's, they dropped to lower prices, emphasizes the contending factor of grain prices and hog supplies. Towards the close of the week the hog supplies were large enough to offset the grain market influence, in inducing selling of the products by the packers.

The public is not, as yet, into hog products for speculation. The grain and cotton markets take most attention of the outside speculators.

There is evidently a sentiment over the country for speculation outside of Wall street, based upon the crop prospects, but just when the hog products markets will take it is an uncertain time.

Meanwhile the hog products markets are likely to move about more at the instance of selling by the packing interests, and as they are influenced by the extent of hog supplies at the packing points. Just now the packers find the hog supplies large enough for bearish operations, considering the already full prices for hogs.

There appears to be little hope of getting the prices of hogs down in material, although that they ease up a little degree occasionally. But if it is possible to prevent further ex-

citement in the hog markets, on the generally bullish feeling prevailing among the farmers as to prices on essentially everything in the way of their holdings, by reason of the reports concerning the wheat crops of this country and Europe, as well as from the situation of the corn and cotton crops, the effort is likely to be made that way.

There is undoubtedly ample supplies of feedstuffs back in the country, but the prices for them have become high, on the prospects, at present, of the new crops, and the disposition of the farmers would be, naturally, to market their livestock supplies promptly unless better prices can be made for it than appear probable, at least for the near future.

The hogs marketed recently have shown good, full weights, while in number materially in excess of that of last year, for the same time.

There is little doubt but that there is a hog supply back in the country in excess of that of the previous year, and that under ordinary market conditions the hog supplies in volume are likely to be pushed forward to the packing points in the summer months beyond the quantity marketed in the previous year, at that time.

There seems to be a pretty full supply of livestock generally back in farmers' hands to be marketed, but this would not interfere with the confident feeling among farmers as to its prices, providing they are able to get feedstuffs at reasonable prices compared with the market prices for hogs and cattle.

With all of the late enlarged hog supply at the packing points the packing has been well sold up, and the statistical positions of the products are highly encouraging for bullish

movements. Nevertheless, it may be doubted that the situation will be let loose for permanently advanced prices until the hog supplies for the near future are more freely packed, or until the public gets to the full limit of buoyancy in the grain markets and turns its attention to the hog products.

If the hog supplies are shipped forward from farmers' hands as freely as they could be for a few weeks, the products markets are likely oftener in that time to be in favor of buyers, whatever may take place afterwards.

There is no question but that the home consumption of meats and lard is unabated from the activity of the winter months, and that this in connection with the consignments to Europe and only moderate new demands thence, prove sufficient to absorb the packing of both meats and lard.

It would seemingly be a question of time for the statistical positions, present and prospective, to exert a good effect upon market prices, notwithstanding some feeling prevailing that the Wall street and general market outlook, must have, at length, a bad effect upon general business conditions.

The consumption of this country is each year a larger one. While some sections of Europe have, this season, an enlarged hog supply there is every prospect that by the close of this year takings of supplies thence from this country will be quite up to the volume of that taken last year, however less up to this time they are than then.

There is reason to believe that the larger hog supply this year than that of the previous year will all be needed promptly for consumption, as aside from the natural growth

THE W. J. WILCOX LARD AND REFINING COMPANY

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Refiners of the Celebrated
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PURE
REFINED
LARD



of demands, there is the consideration of modified productions of lard, despite the heavier weight hog supply, because of the government inspection. As well as a factor, there is likely to be some turning of demand before the new crop months to pure lard from the compound lard, on the possible inability to supply all demands for compound lard through insufficient cottonseed oil supplies.

It may be, as well, that cottonseed oil will reach a limit of high prices to provoke selling it by the compound makers, who would find a better profit in marketing oil supplies than in making compound lard. It has happened that cottonseed oil has been resold by the compound makers on a condition such as is indicated possible for this season.

If cottonseed oil is to go materially higher it would follow that the pure lard market would have to reach a substantially better price, in order that the prices of compound lard could be adjusted to the cottonseed oil values. In this attitude of affairs it may be said that the course of the lard market before the new cotton oil season will have more to do than it has had within the last few weeks in determining the cotton oil market.

Usually under ordinary conditions of supplies of the cottonseed oil, the lard market is the important factor. But up to the present time this season the cottonseed oil market has been more independent than ever before of its ordinary influences, on account of its supply position.

In New York there has been a moderate amount of interest from shippers in pork at well sustained prices, with sales of 300 bbls. mess at \$17.75@\$18.50, 200 bbls. short clear at \$17@\$18.25, 150 bbls. family at \$19@\$19.50. Western steam lard has very little demand from exporters, and is somewhat nominal in price; quoted at \$9.25@\$9.30. City steam lard is quiet, and quoted at about \$9.12½; sales through the week at that. Compound lard is in very fair demand and firm at \$8.75. In city meats the trading is fairly active and at higher prices. Sales of 40,000 lbs. loose pickled bellies, 12 lbs. ave., at 11½c.; 14 lbs. ave., at 11c.; 10 lbs. ave., at 12c. Smoking at about 12½c. Loose pickled shoulders at 9c. Loose pickled hams at 12¼@13c.

Exports from the Atlantic ports: Last week, 1,332 bbls. pork, 11,612,580 lbs. meats, 9,721,690 lbs. lard; corresponding week last year, 3,595 bbls. pork, 8,270,277 lbs. meats, 9,099,537 lbs. lard; from November 1, 100,422 bbls. pork, 293,681,301 lbs. meats, 366,916,569 lbs. lard; corresponding time last year, 122,272 bbls. pork, 365,508,710 lbs. meats, 423,535,367 lbs. lard.

Of the exports from November 1 the United Kingdom has taken 27,996 bbls. pork (28,316 bbls. previous year), 246,016,972 lbs. meats (288,916,461 lbs. previous year), 165,826,332 lbs. lard (169,132,361 lbs. previous year), and the Continent, 11,927 bbls. pork (20,193 bbls. previous year), 37,964,771 lbs. meats (64,722,784 lbs. previous year), 144,075,012 lbs. lard (207,051,314 lbs. previous year).

There is shown a decrease in the exports from November 1 as compared with the previous year, same time, of equal to 4,370,000 lbs. pork, 71,827,400 lbs. meats, 56,618,798 lbs. lard.

BEEF.—The offerings of tierced lots are light; and there is some English demand, with strong market prices. The barreled lots are moderately wanted at firm prices. Quotations: City tierced extra India mess, at \$22@\$22.50; barreled, mess at \$9.75@\$10.50; packet, at \$11@\$11.50; family at \$14@\$14.50.

PRODUCE EXCHANGE NOTES.

Visitors: C. Stelling, Valencia, Venezuela; Paul Kreglinger, Antwerp; H. J. White, London; W. E. Jarvey, New Orleans; H. F. Paschel, Toledo; F. R. Thorns, St. Louis; Jos. Isaacs, A. D. Fasset, Chicago.

David W. Fraser was proposed for membership.

New members: Dillon Brown, Edward M. Raphael, N. W. Taussig, Michael F. Mahan, Evan W. Thomas, B. MacDonald.

Memberships about \$425.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York for the week ending Wednesday, May 22, 1907, were as follows:

Bacon.—Antwerp, Belgium, 191,770 lbs.; Cardenas, Cuba, 48,062 lbs.; Colon, Panama, 2,868 lbs.; Genoa, Italy, 170,978 lbs.; Glasgow, Scotland, 148,807 lbs.; Hamilton, Bermuda, 6,488 lbs.; Havana, Cuba, 11,273 lbs.; Liverpool, England, 390,558 lbs.; Manchester, England, 5,000 lbs.; Naples, Italy, 25,900 lbs.; Nuevitas, Cuba, 35,629 lbs.; Surinam, Dutch Guiana, 11,429 lbs.; Tampico, Mexico, 857 lbs.; Tunis, Algeria, 1,170 lbs.

Hams.—Antwerp, Belgium, 87,500 lbs.; Cardenas, Cuba, 11,906 lbs.; Colon, Panama, 4,889 lbs.; Ciudad Bolivar, Venezuela, 1,145 lbs.; Carupano, Venezuela, 2,783 lbs.; Glasgow, Scotland, 354,657 lbs.; Havana, Cuba, 28,700 lbs.; Hamilton, Bermuda, 15,342 lbs.; Liverpool, England, 196,527 lbs.; Manchester, England, 24,811 lbs.; Nuevitas, Cuba, 13,763 lbs.; Port Limon, Costa Rica, 1,731 lbs.; Progresso, Mexico, 2,925 lbs.; Rotterdam, Holland, 5,904 lbs.; Southampton, England, 6,000 lbs.; Tampico, Mexico, 1,508 lbs.; Trinidad, Island of, 14,785 lbs.; Vera Cruz, Mexico, 1,228 lbs.

Lard.—Antwerp, Belgium, 208,800 lbs.; Bremen, Germany, 124,800 lbs.; Buenos Aires, Argentine Republic, 1,200 lbs.; Bristol, England, 152,785 lbs.; Carupano, Venezuela, 949 lbs.; Cardenas, Cuba, 87,953 lbs.; Catania, Sicily, 25,400 lbs.; Cape Town, South Africa, 85,550 lbs.; Colon, Panama, 28,698 lbs.; Ciudad Bolivar, Venezuela, 69,075 lbs.; Callao, Peru, 14,533 lbs.; Danzig, Germany, 16,593 lbs.; Genoa, Italy, 24,600 lbs.; Gibraltar, Spain, 4,950 lbs.; Guayaquil, Ecuador, 45,106 lbs.; Glasgow, Scotland, 157,726 lbs.; Hamilton, Bermuda, 6,331 lbs.; Havana, Cuba, 90,628 lbs.; Hamburg, Germany, 99,703 lbs.; Havre, France, 22,200 lbs.; Liverpool, England, 347,008 lbs.; Libau, Russia, 10,409 lbs.; Marseilles, France, 83,664 lbs.; Manchester, England, 302,255 lbs.; Melbourne, Australia, 1,500 lbs.; Messina, Sicily, 3,100 lbs.; Montevideo, Uruguay, 2,400 lbs.; Naples, Italy, 22,975 lbs.; Nuevitas, Cuba, 97,989 lbs.; Palermo, Sicily, 99,226 lbs.; Progresso, Mexico, 79,756 lbs.; Port Limon, Costa Rica, 23,690 lbs.; Port au Prince, W. I., 25,940 lbs.; Rotterdam, Holland, 5,800 lbs.; Rio Janeiro, Brazil, 8,000 lbs.; San Michael, 1,980 lbs.; Savanilla, Colombia, 23,200 lbs.; Southampton, England, 81,250 lbs.; Stettin, Germany, 16,675 lbs.; Surinam, Dutch Guiana, 2,088 lbs.; Trinidad, Island of, 53,806 lbs.; Trieste, Austria, 64,500 lbs.; Vera Cruz, Mexico, 54,914 lbs.

Pork.—Hamilton, Bermuda, 19 bbls.; Kingston, W. I., 43 bbls.; Liverpool, England, 25

EXPORTS OF PROVISIONS

Exports of hog products for week ended May 18, 1907, with comparative tables, as follows:

PORK, BARRELS.

To—	Week May 18, 1907.	Week May 19, 1906.	From Nov. 1, 1906.
United Kingdom....	178	301	27,996
Continent.....	405	462	11,927
So. and Cen. Am....	134	720	12,689
West Indies.....	535	1,089	40,483
Br. No. Am. Col....	70	1,004	9,913
Other countries....	10	19	414
Totals	1,332	3,595	100,422

MEATS, POUNDS.

United Kingdom....	10,159,296	7,244,770	246,016,972
Continent.....	1,072,855	733,010	37,064,771
So. and Cen. Am....	84,380	19,400	2,129,393
West Indies.....	292,450	265,097	7,149,071
Br. No. Am. Col....		8,000	90,775
Other countries....	3,000	—	330,319
Totals	11,612,580	8,270,277	293,681,301

LARD, POUNDS.

United Kingdom....	4,103,232	3,829,974	165,826,332
Continent.....	3,897,026	3,670,468	144,075,012
So. and Cen. Am....	1,019,011	328,705	20,140,396
West Indies.....	689,200	1,217,745	34,721,238
Br. No. Am. Col....	1,680	47,545	337,721
Other countries....	11,750	5,100	1,815,570
Totals	9,721,699	9,090,537	366,916,569

RECAPITULATION OF WEEK'S EXPORTS.

From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	916	2,700,525	5,447,850
Boston	110	4,508,755	1,983,610
Portland	—	290,325	12,000
Philadelphia	20	32,000	1,111,980
Baltimore	20	—	1,706,053
New Orleans	186	41,600	414,500
Newport News	—	—	253,568
Montreal	100	4,109,745	143,780
Galveston	—	41,190	451,758
Mobile	—	89,450	196,600
Totals	1,332	11,612,580	9,721,699

COMPARATIVE SUMMARY.

From	From	From
Nov. 1, 1906.	Nov. 1, 1905.	Decrease.
Pork, lbs.....	20,084,400	24,454,400
Meats, lbs.....	293,681,306	365,508,710
Lard, lbs.....	366,916,569	423,535,367

OCEAN FREIGHTS.

	Liverpool, Per Ton.	Glasgow, Per Ton.	Hamburg, Per Ton.
Beef, per tierce.....	2/	3/	13c.
Canned meats.....	10/	15/	13c.
Oil cake.....	8c.	10c.	8c.
Bacon.....	10/	15/	13c.
Lard, tierces.....	10/	15/	13c.
Cheese.....	20/	25/	2M.
Butter.....	25/	30/	2M.
Tallow.....	10/	15/	13c.
Pork, per barrel.....	1/6	2/6	13c.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, May 18, 1907, were as follows, according to Lunham & Moore's statement:

Steamer and Destination.	Oil Coke.	Cheese.	Bacon and Ham.	Butter.	Tcs. & Bbls.	Beef.	Lard.	Per Ton.
Majestic, Liverpool	1550	447	—	117	—	29	450	—
Cevic, Liverpool	—	54	—	75	—	—	167	—
Umbria, Liverpool	—	1869	754	—	10	—	—	2440
Brooklyn City, Bristol	286	—	—	—	—	—	—	3499
*St. Louis, Southampton	—	635	—	—	—	—	—	—
Furnessia, Glasgow	—	1042	—	119	—	357	167	—
2* Caledonia, Glasgow	—	462	—	110	50	—	300	275
Tintoretto, Manchester	—	106	—	—	—	—	750	1580
Silvia, Hamburg	—	—	—	—	—	—	175	775
Ryndam, Rotterdam	2818	—	10	—	—	—	—	400
Rhein, Bremen	—	—	—	—	250	—	—	150
Kaiser Wilhelm 2nd, Bremen	—	—	—	—	—	—	—	1850
Vaderland, Antwerp	—	719	—	—	—	—	—	2442
1 Cambroman, Antwerp	1648	—	—	20	—	60	196	—
La Touraine, Havre	—	30	—	—	—	—	—	425
Bulgaria, Mediterranean	—	—	—	—	—	—	15	100
Koenigin Luise, Mediterranean	—	145	—	—	20	—	150	200
Carpathia, Mediterranean	—	187	—	—	—	—	60	600
Clan McMillian, South Africa	—	—	—	—	—	—	50	100
Total	4752	3419	4591	—	451	320	89	2670
Last week	4209	1132	5596	—	301	490	539	3046
Same time in 1906	11231	9461	†8046	1776	585	1213	760	3137
								35417

Last year's tallow, 1,298 pkgs.

1.—20 pkgs. tallow. 2.—250 pkgs. tallow.

*Cargo estimated by steamship company. †Bacon only.

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—There was no public sale this week in London on account of holidays. The cables of private markets there do not show change in prices.

The foreign markets situations for soap materials are not now especially buoyant, although there are no radical changes in prices. The linseed prices eased up a little from their late firm tendency and cottonseed oil in England has come up in price from a small decline.

The business conditions and general consumption of Europe point to full needs of soap material supplies, although that they are likely to be more freely supplied than they were last year by their home markets, as well as by the Australian and River Plate supplies.

In other words, foreign buying interest to this country is not likely to be as full or general as it was in last year.

The current export demand for tallow is of a moderate order; nevertheless, it is steady, but for the better grades.

The requirements of the foreign markets, in connection with the steady, although not active demands, of our home soapmakers, prevents material accumulations of supplies either upon the Eastern or Western markets.

The situation as to prices is a little stronger one even than that of the previous week.

For instance, there were sales of 300 hds. New York city tallow, at the close of the previous week at 6½c. for May and June deliveries, chiefly for June delivery, and the May delivery was further offered then at 6¾c. But this week 6¾c. is bid and 6½c. asked, with most firmness for the June delivery, as most demand is for that month. It is understood that one moderate quantity for prompt delivery could be had at 6¾c.

There was a report early in the week that the city hds. had been sold at 6½c. for 200 hds. for June delivery, but if so it was sold direct to a soapmaker. There was no confirmation of a sale at that price.

The New York city special grade as sold for export is held at 7½c. in tierces. There was a sale of it at 6¾c. for 100 hds., and this would make the tierces equal to 7½c.

This special tallow is very close in price to that for edible, which is quoted nominally at 7¼c., and because there is a very slow market for the edible.

The country made tallow is steadily closely sold up and at rather firmer prices than was possible for it last week. The sales are, for the week, 385,000 pounds at 6½@6¾c., and at 6¾@7c. for special grades, all in tierces, packages, free of charge.

The production of tallow is increasing over the country, but there seems prompt use for all of it, and there is emphasized the full rate of business generally, although that with the cost of raw materials the

manufactured goods are not showing the ordinary degree of profit.

There is no sign of abated consumption of any class of merchandise, notwithstanding the some talk of possible effect from Wall street situations. The near future looks as if prices all around for raw materials were likely to be well supported.

It would be true, of course, that if weather conditions are against the corn crop, and that as the season wears along that the corn crop would suffer, as have some other crops, notably the winter wheat and cotton crops, that there would be a quick marketing of the livestock supplies of the country, by which market prices for products would suffer temporarily, although that they would be benefitted in the long run.

As it is now, with exhausted supplies of old productions of some of the leading products, notably of cottonseed oil, and very moderate stocks of lard, the consumption could easily take up this season the products from large crops.

OLEO STEARINE.—The sales last week in New York reached 700,000 pounds, a good portion of which was noted in our previous week's review, at 10c. Since these sales the market has been inactive, and asking prices do not show the trading basis. It is said that there is one bid of 9¾c.

The compound makers having secured supplies sufficient to carry them along are practically out of the market. While 10c. is asked in New York, and up to 10½c. in Chicago, the bidding is decidedly lower than those prices from most compound makers.

The late large sales upon the Eastern markets so used up the supplies that there is no especial anxiety in selling. But the West is carrying a full supply. The high prices and moderate supplies of cottonseed oil makes compound makers somewhat indifferent in figuring over stearine supplies.

LARD STEARINE.—There is little buying interest, but on account of the cost of lard it is doubtful if buying could be done under 10½c., yet that buyers would hardly pay over 10¾c.

GREASE.—There is a very good consumption of the soapmakers, and some export demand. Prices are generally very strong, with the sentiment helped by the higher situation of cottonseed oil prices. Quotations: Yellow at 5%@5½c.; house, at 6@6½c.; bone at 5%@6¾c.; white at 6½@6¾c.; "B" white at 6½c.

GREASE STEARINE.—Light supplies give a strong line of prices. A little export demand. Yellow at 6¾c. White at 7c.

COTTONSEED STEARINE.—Nominal, pending more important supplies.

OLEO OIL has increased consumption in Rotterdam at stronger prices. Rotterdam quoted at 59 florins. New York quotes 10¾c. for choice and 7¾c. for low grade.

COCOANUT OIL holds to steady prices. There is very little arriving, and the shipments in May and June are likely to be moderate because of the monsoon season. Ceylon, spot 9½c.; do, shipments May and July at 8¾c.; Cochin, spot at 10½c.; do, May and June shipments at 9½c.

PALM OIL.—Small stocks tend to steady holding of prices. Red quoted at 6½@7c.

CORN OIL is at firm prices, with from \$5.75 to \$6 quoted for large and small lots.

LARD OIL.—Increased demands from manufacturers. Prime quoted at 75@77c.

NEATSFOOT OIL.—Demands are moderate and of a jobbing character. Prices are steadily held. Quotations: 20 cold test at 95c.; 30 test at 85c.; 40 test at 72c.; prime at 60c.; dark at 50c.

FERTILIZER TRUST CASES.

The U. S. Government has decided to renew the cases against the so-called fertilizer trust before the United States District Court at Richmond, Va. About a year ago the Government secured the indictment and arrest of a large number of persons residing in different parts of the country on a charge of violating the Sherman anti-trust law, and sought to secure the removal to Nashville, where suit was begun, of such defendants as resided outside the State of Tennessee.

The Virginia defendants, however, contend that before they could be removed from the State they should be given a preliminary hearing to determine the sufficiency of the evidence upon which their removal was asked. The court sustained the Government on this point, but on an appeal being taken the United States Supreme Court, about two months ago, found against the Government, but without prejudice to its case, and ordered that the defendants be discharged.

The Department of Justice has now decided to try the individual defendants in the States in which they reside and will almost immediately proceed to secure the indictment and re-arrest of the Virginia parties to the alleged combination. Other indictments and arrests will, it is said, be made in Tennessee and other States. It is said that there are thirty-one fertilizer companies in the alleged combination and that originally twenty-four individuals were indicted and arrested.

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Palm Oil

Palm Kernel Oil

Tallow

Grease

Caustic Soda

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MAJOR CARSON'S ADDRESS.

(Continued from page 40.)

were valued at upwards of \$400,000,000, the contemplation of our present foreign trade in cotton cloths becomes positively humiliating. The fact that we consume four-tenths and ship six-tenths of the raw material suggests that these figures might in the near future, with proper effort, be reversed, and that by consuming the greater portion of the crop we would be able to supply markets that now draw their supplies from other manufacturing countries.

It is worthy of special notice in this connection that the American countries to the south of us are mainly supplied not only with cotton goods but with other manufactured articles by western Europe. In the matter of cotton fabrics, England sold to South America in the calendar year 1906 upwards of \$38,000,000 worth, while the sales of the United States in this line were only \$3,519,000, or a little more than Great Britain sold to South America in the month of March alone, and less than her sales to all the Latin countries of America for that month. In other words, Great Britain sold to all Latin American countries in the month of March of this year \$3,622,000, while the United States sold to the countries constituting South America for the twelve months ending December 31, 1906, \$3,519,000. To Mexico, Central America and the West Indies Great Britain sold last year \$10,437,000 and the United States sold those countries \$4,910,000, making the sales of Great Britain to all Latin America in the calendar year 1906, \$48,673,373, and those of the United States \$8,426,100. The details of these figures should be studied by cotton manufacturers of the United States.

A glance at the general commerce of South America shows that the United Kingdom sold those countries last year \$150,657,000; the United States sold them \$75,160,000; Germany, \$75,091,000; France, \$39,010,000; Italy, \$26,376,000. Of the merchandise exported by South American countries last year Great Britain bought \$213,010,000; Germany, \$188,838,000; United States, \$140,423,000; France, \$99,442,000, and Italy, \$14,916,000. American cotton fabrics find their best market in Asiatic countries. The shipments to those countries last year aggregated upwards of \$20,000,000, of which nearly \$17,000,000 went to China.

The cotton seed industry presents greater attractions and offers greater possibilities in the immediate future for enlargement in foreign markets than many others of our principal industries. Cotton seed products have come into commercial importance almost within the last decade. About thirty years ago cotton seed was an expensive incumbrance, but by means of inventive genius and individual enterprise has now reached a position in the industries of the country which gives it the rank of almost a round \$100,000,000 in the value of the annual output.

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and the annual exports of which have reached an aggregate of \$30,000,000. Considering the intrinsic merits of the products of cotton seed, it is surprising that a higher value is not placed upon them as food for both man and beast. If it were more generally known in the United States that the best cottonseed oil is equal in purity and healthfulness to olive oil, the demand for cotton oil at home would expand to a point that would seriously interfere with the profits of those manufacturers of olive oil in France, Italy and Spain who find cotton oil so profitable in the conduct of their business. In this relation it may be pertinent to observe that our manufacturers of cotton oil might profitably direct their efforts to bringing their product to the attention of the American people. I am inclined to the belief that, if our own people were made familiar with the real qualities of cottonseed oil, very much of the olive oil now imported would be permanently displaced, and very much of the animal fats now so extensively used in the preparation of food would be expelled from American kitchens. Edible olive oil annually imported into the United States is valued at about \$3,000,000, and of that imported for mechanical purposes upwards of about \$1,000,000. These are relatively small aggregates, but there can be no doubt that the quantities they represent would be materially decreased if cotton oil should supplant olive oil in our domestic economies.

There will always be a demand in foreign markets for the cotton seed products of the United States, and because the basic material is indigenous to the Southern section, arising from the same natural causes and prevailing to the same extent as is true of cotton fiber. While the demand for cotton oil in foreign markets may possibly decline in consequence of competition with other vegetable oils and of the likelihood that a home demand will spring up which will curtail exports, it is probably that the falling off in this particular will be more than made up in the increased demand abroad for cottonseed cake and meal, the superiority of which for feed for cattle is recognized, and the demand for which will undoubtedly increase in proportion as they become better known to the agricultural classes.

The Department of Commerce and Labor has secured from American consular officers, through instructions issued by the Department of State, reports from all European countries in which cotton seed products are used, which reports have been issued in volume by the Bureau of Manufactures that is being distributed to parties interested. This

volume is filled with information that will be of great value to those engaged in the cotton seed industry. It will be valuable not only because it shows the extent of the trade, the purposes to which cotton seed products are put, commercial conditions which apply to these products, and how they are properly regarded relatively with competitive products, but because there will be found in the volume advice and admonition based upon observation of intelligent observers who are interested in the enlargement of sales abroad of this and of every other American product, and which, if needed, will surely result in securing the object for which you are striving.

Among the most important agencies in the promotion of foreign trade is that your products shall be free from improper manipulation, and that they shall be strictly what they are represented. As a result of reflection given this general matter, I suggest that the producers of cotton seed products through the I. S. C. C. Association perfect plans for exploiting their manufactures not only in foreign but in domestic markets, and for maintaining their integrity and protecting them against questionable practices which it is alleged have attended a few recent shipments to Europe, some of which are described in reports from American consular officers. A recent transaction by which merchants in Germany were swindled out of a large sum of money through fraudulent shipping papers issued by parties in this country, aroused just indignation in the commercial community effected, and has been instrumental in working a degree of damage to American trade in cotton seed products that will require some time to overcome. Such practices undoubtedly have the condemnation of members of this Association, but something should be done not only to apprehend parties guilty of disreputable and dishonest transactions, but to expose and punish them.

Cotton oil and such other products of your industry as will lend themselves to the scheme of preparing samples for exhibition should be arranged in packages that would be attractive, that could be readily handled, and that could be sold for small sums. It

(Concluded on page 60.)

W. B. JOHNSON & CO.,

Merchandise Brokers

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Cotton Seed Products

32 N. Front Street Memphis, Tenn.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

Situation Further in Sellers' Favor—Easy Strengthening of Prices—Difficulty in Getting Supplies—Scarcity of Spot Oil—Marked Unwillingness to Sell Future Deliveries—Covering of Contracts and New Investment Buying—New Crop Months Very Strong on Poor Cotton Crop News.

The cottonseed oil markets over the country are further in favor of the selling interests, through insufficient supplies for demands. Besides there is the factor of a probable clearing up of the moderate accumulations now held of the oil before a new crop season. Then again, the new cotton crop news is of a poor order, and the new crop cotton oil deliveries are all substantially higher.

Indeed, it is quite likely that before a new crop season, substitute oils will have to be used even more freely than they have been used through bare markets of the cottonseed oil.

There is even now a scarcity of spot oil, at least for sale. Where the oil is due upon contracts running through the summer months the buyers of it are in a mood for congratulating themselves that they have wants protected, however less the supplies due them are than they will actually need for the make of compound lard or for other home and export uses.

In other words, there is no disposition to sell out contracts, or any held supplies of the oil, even at the current comparatively high prices.

Most sellers, or holders, feel that there is a possibility of any high line of prices before a new crop season, on the insufficient supplies, and that it could be emphatically so unless there is marked change in the new cotton crop prospects.

It would be realized that under the present

look of the supplies of the cottonseed oil for the season throughout, that it would make very little difference with the holders of them whether the markets for competitive products, in this country or Europe, assume occasionally a temper against them.

The fact that the linseed and cottonseed oil markets of England eased up a little, through the week had no especial significance, as, indeed, the reactions were of a small order, and natural after the excited, higher tendencies that had been had for them.

As instances linseed in London dropped from 44s. 9d. to 44s. for La Plata and Calcutta from 46s. 3d. to 45s. 7½d. For cottonseed oil the Hull (England) market went off to 34s., and recovered to 34s. 6d.

The liberal rate of consumption of linseed and cottonseed oil, and the prompt sale for the sesame and peanut oils, in Europe, should soon bring them around to a confident trading basis.

The urgency of the actual use of the cottonseed oil in Europe is shown by the indisposition to resell on its part at the current high prices in this country, and reselling would afford substantial profits on the contracts made only a few weeks since for the deliveries from this along to the new crop options.

Indeed, the markets in Europe will have to get along in some way with much less cottonseed oil than desired, or could use before a new crop season, and will likely fill in on wants with sesame and peanut oils.

It is astonishing the extent of requirements of the cottonseed oil by Europe, for the season, considering the full line of prices prevailing for the products; there is emphasized, by this circumstance, the highly favorable business conditions of Europe. There

are at least ordinary season's supplies for use of the competitive oils with cottonseed oil, although that these competitive oils are drawn up, as well, to high prices by the generally satisfactory trade situations everywhere.

The productions of sesame and peanut oils had been temporarily checked by the labor strikes in France, and there has been the necessity of drawing upon accumulated stocks of them to meet the needs of consumers. But the productions of these oils are only delayed, and the general supplies of them will soon be of an ordinary character. No permanent effort has been had upon the foreign markets from the circumstance.

There is apparent prompt use in Europe for all of the oils that come in line with food products as substitutes for pure lard, as well as with the raw materials for soap-making.

It is estimated that Rotterdam alone would buy 25,000 to 30,000 barrels more of the cottonseed oil in this country before the new crop season, if it was possible to get supplies to that extent; and yet Rotterdam has bought already this season more of the cotton oil than it bought in the previous year.

The urgency of England in buying the cottonseed oil is not as marked this week as it had been for several weeks before, but it fairly well supports the price for it.

It is regarded as probable that England will have to be, very soon, much more materially interested in buying cottonseed oil supplies, as it is still "short" with Continental markets, although it has hedged some of the business in this country.

The general export demand for cottonseed oil, for the week, in this country is a very slow and unimportant one, partly because of the high asking prices for such grades of the

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"NONPAREIL"—Choice Winter Yellow

"WHITE DAISY"—Prime Summer White Oil

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oil as would be needed, or to 60c. for the edible qualities, but, as well, because it is realized that the supplies in this country are of that small order that it would be impossible to satisfy needs in full, without greatly stimulating prices.

Our home compound makers are using up any surplus supply offered for sale, as there has been an increasing business in compound lard.

Besides, the compound makers feel that however the pure lard market may jump about to a higher or lower basis in the near future from the factor of hog supplies and from operations of the hog packing interests, that the lard market before the fall months is likely to be a bullish one.

But it must be considered as well, in connection with the interest of home compound makers in cottonseed oil, that the prices of the oil get so high that the compound lard prices cannot be adjusted to the cost of the oil in competition with pure lard, that the compound makers would be apt, in some degree, to sell their holdings of cottonseed oil, and take the better profits by doing so. It would not be the first time that the compound makers have sold cottonseed oil supplies at better prices than they could make on the compound lard manufacture.

The basis for the opinion of an ultimately higher pure lard market, however lower it may be in the near future, rests upon the features of a steady using up of the packing, therefore inability to make important accumulations of it, as well from the fact that the public, having pretty well exhausted the buoyancy of grain markets, is likely to jump in after awhile on hog products, particularly as viewing the hog products markets statistically as favorable for bullish operations.

The lard packers are likely to restrain for awhile bullish sentiment on account of the full supplies of hogs arriving, and to arrive, in the near future, and on the theory that prices of hogs should not be further stimulated as they are already of high value. Ability to break the prices of hogs materially is very much doubted on the good full rate, present and prospective, of consumption of the hog products.

It is conceded that there will be a short winter wheat crop, but the extent of the spring wheat crop, and of the corn and cotton crops will keep the trade guessing concerning it for some weeks to come, although present prospects of these crops through delayed planting, replanting, etc., are not of a good order.

The May "short" interest in cottonseed oil is not, now, especially important, although that if it prevails at all the moderate and closely controlled spot supply would be greatly to its disadvantage.

The "short" interest in July, September and October is likely as very important, particularly in September and October. But the news concerning the new cotton crop will have a good deal to do at length with the sentiment concerning the later months deliveries of cottonseed oil, whatever may turn up in the way of high prices for them in the near future, on the general current supply position.

All of the late options, including November and December, have gone up in price for the week, as well as the earlier deliveries, from the complex situation of new cotton

crop prospects and the sentiment running over the general market for the earlier deliveries.

Aside from buying to protect "short" sales generally, there has been new investment buying of the October, November and December deliveries of the oil.

The linseed shows an active consumption in Europe. Its statistical situation appears to be of a falling off in shipments from Argentine, because supplies had been more extensively shipped thence than usual from January to May, and there is the consequent less amount to come forward. The India shipments of the linseed are fairly large, but are not oppressing the market. The American seed could be marketed in fair volume to Europe if prices for it keep as they are.

The shipments of cottonseed oil from Hull (England) from January to May were 4,232 tons, against 4,097 tons previous year.

The shipments of cotton seed from India for four months to May 1 were 135,500 tons, compared with 93,000 tons in 1906, same time, and 55,600 tons in 1905, same time.

New York Transactions.

The market had a steady tone, with a small advance in instances on the prices of the day before. There was little disposition to sell. Sales were 100 bbls. prime yellow, July at 55½c.; 200 do. at 55c.; 1,000 bbls. October at 51½c.; 1,200 do. at 51c.; 200 do. at 51½c.; 200 bbls. November at 44c.; 100 bbls. December at 41½c. Closing call prices: Prime yellow, May at 55@56c.; July at 55@55½c.; September at 54½@55½c.; October at 50½@51½c.; November at 43½@44c.; December at 41½@42c.

Off yellow, May at 50@54c.; July at 50@54c.

Good off yellow, May at 50@55c.; July at 50@54c.

Sales late the day before, 100 bbls. July at 54½c.; 600 do. at 55c.; 100 bbls. September at 54c.; 100 bbls. October at 50c.; 500 do. at 51c.; 200 bbls. November at 43½c.; 100 do. at 43½c.; 600 do. at 44c.; 100 bbls. December at 41½c.; 200 bbls. May at 55½c.; 100 do. at 55½c.; 100 bbls. December at 41½c.

On Monday there was a further slight hardening of prices, with little desire to sell, and business generally restricted on the statistical and other market situations. Besides, a good many traders had gone down to Jamestown. Sales of 200 bbls. prime yellow, May at 56½c.; closed at 55½@56½c.; 100 bbls. July at 55½c.; 200 do. at 55½c.; closed at 55½@56½c.; 100 bbls. September at 56c.; 100 bbls. October closed at 50½@51½c.; November closed at 43½@44c.; 100 bbls. December at 42c.; closed at 41½@42c.

Off yellow, May at 50@54c.; July at 50@54c.

Good off yellow, May at 50½@54c.; July at 50@54c.

On Tuesday there was an advance of about one cent per gallon. There was increasing inquiry for the November delivery, under an apprehension of a late cotton crop, and the fact that the month had not felt the full force of the upward tendency of the intermediate deliveries. The speculation was chiefly in the late months, in protecting contracts for October, and in new buying in No-

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vember. Sales of 100 bbls. prime yellow, October at 51 $\frac{1}{4}$ c.; 400 do. at 51 $\frac{1}{4}$ c.; 300 do. at 51 $\frac{1}{4}$ c.; 200 do. at 52c.; 900 bbls. November at 44c.; 100 do. at 44 $\frac{1}{4}$ c.; 100 do. at 44 $\frac{1}{4}$ c.; 100 bbls. December at 42 $\frac{1}{4}$ c.; 200 do. at 42c. Closing prices: Prime yellow, May at 55 $\frac{1}{4}$ @57c.; July at 55 $\frac{1}{4}$ @56 $\frac{1}{4}$ c.; September at 55 $\frac{1}{4}$ @56 $\frac{1}{4}$ c.; October at 51 $\frac{1}{4}$ @52 $\frac{1}{4}$ c.; November at 44 $\frac{1}{2}$ @45c.; December at 41 $\frac{1}{4}$ @42 $\frac{1}{4}$ c.

Off yellow, May at 52@54 $\frac{1}{4}$ c.; July at 50@55c.

Good off yellow, May at 52@56c.; July at 50@55c.

On Wednesday the tendency was further in sellers' favor, with advanced prices by $\frac{1}{2}$ @ $\frac{1}{4}$ c., and little disposition to sell. The sales were 100 bbls. prime yellow, September at 56 $\frac{1}{4}$ c.; closed at 56@56 $\frac{1}{4}$ c.; May closed at 56 $\frac{1}{4}$ @57c.; July closed at 56@56 $\frac{1}{4}$ c.; 700 bbls. October at 52 $\frac{1}{4}$ c.; closed at 52@52 $\frac{1}{4}$ c.; 500 bbls. November at 44 $\frac{1}{4}$ c.; 100 do. at 45c.; 200 do. at 45 $\frac{1}{4}$ c.; closed at 45@45 $\frac{1}{4}$ c.; December closed at 42@42 $\frac{1}{4}$ c.

Off yellow, May at 53@56c.; July at 52@55c.

Good off yellow, May at 53 $\frac{1}{4}$ @55 $\frac{1}{4}$ c.; July at 52@55c.

On Thursday the situation was further in the sellers' favor, with a small advance on deliveries this side of October, and an advance of $\frac{1}{4}$ @1c. on October and November. The late months were affected by the reports concerning the cotton crop. Sales of 100 bbls. prime yellow, May at 56 $\frac{1}{4}$ c.; closed at 56 $\frac{1}{4}$ @57c.; 500 bbls. July at 56 $\frac{1}{4}$ c.; closed at 56 $\frac{1}{4}$ @56 $\frac{1}{4}$ c.; 100 bbls. September at 56 $\frac{1}{4}$ c.; closed at 56 $\frac{1}{4}$ @56 $\frac{1}{4}$ c.; 300 bbls. October at 53 $\frac{1}{4}$ c.; closed at 53@53 $\frac{1}{4}$ c.; 400 bbls. November at 45 $\frac{1}{4}$ c.; 400 do. at 46 $\frac{1}{4}$ c.; closed at 46@46 $\frac{1}{4}$ c.; 1,000 bbls. December at 43c.; 100 do. at 43 $\frac{1}{4}$ c.; closed at 42 $\frac{1}{4}$ @43c. Off yellow, May at 52 $\frac{1}{2}$ @55 $\frac{1}{4}$ c.; July at 52@55c.

Good off yellow, May at 53 $\frac{1}{2}$ @56 $\frac{1}{4}$ c.; July at 53@55 $\frac{1}{4}$ c.

(Continued on page 40.)

CABLE MARKETS

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, May 24.—Cottonseed oil market held firmly. Quote butter oil 46 florins; prime summer yellow, 41 $\frac{1}{2}$ florins; off oil, 38 $\frac{1}{2}$ florins.

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, May 24.—Cottonseed oil market favors holders. Off oil 65 marks; prime summer yellow at 70 marks; butter and white oil at 77 marks.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, May 24.—Cottonseed oil market is steady at 77 francs for off oil.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, May 24.—The market is firmly held; sales of prime summer yellow at 85 francs; winter oil, 92 francs.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, May 24.—Cottonseed oil market is steadier. Sales of prime summer yellow at 34s.; off oil at 32s., c. i. f. English ports.

JULIAN FIELD
Broker in Cottonseed Products,
Fuller's Earth and Fer-
tilizing Materials
ATLANTA, GA.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil for the week ending May 22, 1907, and for the period since September 1, 1906, and for the same period of 1905-06, were as follows:

From New York.

Port.	For Week Bbls.	Since Sept. 1, 1906. Bbls.	Same Period 1905-06. Bbls.
Aalesund, Norway.....	—	5	175
Aberdeen, Scotland.....	—	—	600 1,100
Abo, Russia.....	—	20	—
Acajutla, Salvador.....	—	71	80
Adelaide, Australia.....	—	51	—
Alexandria, Egypt.....	350	5,088 2,872	—
Algiers, Algeria.....	350	7,280 3,292	—
Algiers Bay, Cape Colony.....	—	468 400	—
Amapola, Honduras.....	—	8	20
Ancona, Italy.....	—	—	150
Antigua, West Indies.....	—	483	658
Antwerp, Belgium.....	2,395	5,795	—
Asuncion, Venezuela.....	—	20	53
Auckland, New Zealand.....	10	78	84
Aux Cayes, Hayti.....	—	15	—
Azua, West Indies.....	—	269	19
Bahia, Brazil.....	—	—	661
Barbados, West Indies.....	815	811	—
Barcelona, Spain.....	—	—	50
Belfast, Ireland.....	125	183	—
Berbice, British Guiana.....	84	—	—
Bergen, Norway.....	675	225	—
Berlin, Germany.....	—	—	12
Bissau, Portuguese Guinea.....	18	—	—
Bombay, India.....	142	9	—
Bone, Algeria.....	675	81	—
Bordeaux, France.....	1,095	4,755	—
Braila, Roumania.....	100	175	—
Bremen, Germany.....	499	205	—
Bremervaren, Germany.....	15	—	—
Bridgetown, West Indies.....	24	214	—
Bristol, England.....	75	—	—
Buenos Ayres, Argentine Rep.....	1,275	2,100	—
Calabria, Cuba.....	—	77	—
Calcutta, Peru.....	9	40	—
Cairo, Egypt.....	—	90	—
Campache, Mexico.....	—	42	—
Cape Town, Cape Colony.....	170	1,875 1,973	—
Cardenas, Cuba.....	—	172	—
Cardiff, Wales.....	—	100	—
Cartagena, Colombia.....	—	3	—
Carupano, Venezuela.....	5	5	—
Cayenne, French Guiana.....	345	282	—
Ceara, Brazil.....	6	—	—
Christiania, Norway.....	525	1,155	—
Christiansand, Norway.....	75	100	—
Cleufuegos, Cuba.....	244	456	—
Ciudad Bolivar, Venezuela.....	7	51	40
Colon, Panama.....	33	847	677
Conakry, Africa.....	—	29	194
Constantinople, Turkey.....	—	—	10
Copenhagen, Denmark.....	295	745	—
Corinto, Nicaragua.....	197	126	—
Cork, Ireland.....	30	—	—
Cristobal, Panama.....	9	—	—
Curaçao, Leeward Islands.....	100	41	—
Dantzig, Germany.....	2,133	2,100	—
Delagoa Bay, East Africa.....	62	30	—
Demerara, British Guiana.....	1,500	1,532	—
Drontheim, Norway.....	180	185	—
Dublin, Ireland.....	1,690	375	—
Dundee, Scotland.....	—	65	—
Dunedin, New Zealand.....	37	—	—
Dunkirk, France.....	150	1,215	—
Fiume, Austria.....	—	865	—
Fort de France, West Indies.....	1,223	59	—
Fremantle, Australia.....	—	6	—
Galatz, Roumania.....	2,375	1,455	—
Genoa, Italy.....	300	12,550 9,139	—
Georgetown, British Guiana.....	195	79	—
Gibara, Cuba.....	5	—	—
Gibraltar, Spain.....	3,930	1,762	—
Glasgow, Scotland.....	3,348	6,097	—
Gonaïves, Haiti.....	7	—	—
Grand Bassam, W. Africa.....	1,000	1,670	—
Guadeloupe, West Indies.....	2,755	1,345	—
Guantanamo, Cuba.....	—	22	—
Guyaquil, Ecuador.....	14	59	—
Half Jack, W. Africa.....	—	4	—
Hamburg, Germany.....	2,370	5,652	—
Hamilton, Bermuda.....	—	149	—
Havana, Cuba.....	127	4,870 3,901	—
Havre, France.....	—	15,090 18,491	—
Helsingborg, Sweden.....	—	—	28
Helsingfors, Finland.....	—	—	50
Hull, England.....	—	125	155
Inagua, W. I.....	—	—	6
Jacmel, Haiti.....	—	—	8
Kingston, West Indies.....	39	1,870	2,430
Kobe, Japan.....	—	—	1,598
Konigsburg, Germany.....	—	—	600 1,100
Kustendil, Roumania.....	—	—	1,400 75
La Guaira, Venezuela.....	—	—	160 130
La Libertad, Salvador.....	—	—	39 —
Leghorn, Italy.....	—	—	3,448 757
Leith, Scotland.....	—	—	— 325
Lisbon, Spain.....	—	—	— 20
Liverpool, England.....	—	—	1,824 4,420
London, England.....	—	—	5,562 4,203
Lyttleton, New Zealand.....	—	—	— 17
Maceio, Brazil.....	—	—	434 —
Macoris, San Domingo.....	—	—	721 526
Malmö, Sweden.....	—	—	240 21
Malta, Island of.....	—	—	2,309 2,894
Manchester, England.....	—	—	3,350 1,317
Manaos, Brazil.....	—	—	— 15
Manzanillo, Cuba.....	—	—	— 59
Maracaibo, Venezuela.....	—	—	51 7
Marselles, France.....	—	—	4,000 43,802 51,170
Martinique, West Indies.....	—	—	1,106 3,420
Massawa, Arabia.....	—	—	57 259
Matanzas, West Indies.....	—	—	583 221
Melbourne, Australia.....	—	—	58 263
Mexico, Mexico.....	—	—	6 —
Monte Cristi, San Domingo.....	—	—	— 34
Montego Bay, West Indies.....	—	—	13 13
Montevideo, Uruguay.....	—	—	3,275 3,656
Nagasaki, Japan.....	—	—	— 7
Naples, Italy.....	—	—	549 622
Newcastle, England.....	—	—	40 25
Nuevitas, Cuba.....	—	—	5 29
Oran, Algeria.....	—	—	1,318 1,162
Oruro, Bolivia.....	—	—	42 —
Panama, Panama.....	—	—	66 —
Para, Brazil.....	—	—	10 —
Paysandu, Uruguay.....	—	—	— 9
Pernambuco, Brazil.....	—	—	1,983 915
Philippines, Algeria.....	—	—	131 —
Pointe Pitre, West Indies.....	—	—	40 774
Port Antonio, Jamaica.....	—	—	65 77
Port au Prince, West Indies.....	—	—	23 92
Port Cabello, Venezuela.....	—	—	5 —
Port Limon, Costa Rica.....	9	163	99
Port Louis, Mauritius.....	—	—	— 8
Port Maria, Jamaica.....	—	—	18 —
Port Natal, Cape Colony.....	—	—	39 —
Port of Spain, West Indies.....	—	—	4 —
Port Said, Egypt.....	—	—	105 50
Progress, Mexico.....	—	—	7 289
Puerto Plata, San Domingo.....	—	—	132 81
Riga, Russia.....	—	—	— 7
Rio Grande do Sul, Brazil.....	—	—	— 9
Rio Janeiro, Brazil.....	—	—	1,132 5,846 6,237
Rosario, Argentine Republic.....	—	—	119 —
Rotterdam, Holland.....	—	—	100 23,192 7,145
Saint Croix, West Indies.....	—	—	35 18
St. Johns, N. F.	—	—	27 —
St. Kitts, West Indies.....	—	—	121 172
St. Thomas, West Indies.....	—	—	— 17
Samana, San Domingo.....	—	—	31 —
Sanchez, San Domingo.....	—	—	213 —
San Domingo City, San Dom.	—	—	2,181 2,028
San Jose, Costa Rica.....	—	—	— 14
Santiago, Cuba.....	—	—	1,333 509
Santos, Brazil.....	—	—	3,059 1,633
Savannillo, Colombia.....	—	—	— 21
Sekondi, West Africa.....	—	—	10 10
Shanghai, China.....	—	—	14 —
Sierra Leone, Africa.....	—	—	— 26
Southampton, England.....	—	—	774 1,025
Stavanger, Norway.....	—	—	170 244
Stettin, Germany.....	—	—	5,954 5,313
Stockholm, Sweden.....	—	—	80 285
Sucre, Bolivia.....	—	—	— 6
Swansea, Wales.....	—	—	— 25
Sydney, Australia.....	—	—	9 25
Talcahuano, Chile.....	—	—	202 —
Tampico, Mexico.....	—	—	6 24
Tanger, Morocco.....	—	—	100 652
Trieste, Austria.....	—	—	2,206 67,007
Tunis, Algeria.....	—	—	31 330
Turks Island, West Indies.....	—	—	— 9
Valetta, Maltese Island.....	—	—	125 404
Valparaiso, Chile.....	—	—	4,014 1,076
Venice, Italy.....	—	—	14,322 9,524
Vera Cruz, Mexico.....	—	—	6 109 265
Wellington, New Zealand.....	—	—	7 168 87
Yokohama, Japan.....	—	—	48 83
Total	—	6,858	218,280 272,632

From New Orleans.

Antwerp, Belgium.....	—	11,611	15,014
Belfast, Ireland.....	—	415	276
Belize, British Honduras.....	—	—	27
Bluefields, Nicaragua.....	—	200	—
Bordeaux, France.....	—	—	775
Bremen, Germany.....	150	5,865	3,308
Bristol, England.....	—	525	5,200
Christiansand, Norway.....	—	600	850

THE SCIENTIFIC DISC HULLER

Greatest economy in operation. No knife-grinding. Discs quickly changed. Adjustable while running. No. 1, 24", capacity 40 tons in 24 hours. No. 2, 30", capacity 60 tons in 24 hours.

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PRODUCE
EXCHANGE FOR**

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Write to us for particulars. Will wire you the daily closing prices upon request.

Colon, Panama.....	—	512	—
Copenhagen, Denmark.....	400	4,425	6,793
Cuba.....	—	130	—
Dublin, Ireland.....	—	570	—
Dunkirk, France.....	—	350	600
Genoa, Italy.....	—	732	220
Glasgow, Scotland.....	50	2,300	1,685
Hamburg, Germany.....	360	18,957	18,940
Havana, Cuba.....	219	1,997	1,111
Havre, France.....	—	12,171	2,340
Hull, England.....	—	135	—
Liverpool, England.....	250	14,629	8,926
London, England.....	1,000	14,425	5,550
Manchester, England.....	—	1,024	600
Marseilles, France.....	—	20,400	11,200
Port Barrios, C. A.....	—	131	—
Rotterdam, Holland.....	460	92,176	84,042
Swansea, Wales.....	—	50	—
Tampico, Mexico.....	—	—	423
Trieste, Austria.....	—	50	10,950
Venice, Italy.....	—	200	40
Vera Cruz, Mexico.....	50	229	—
Total	2,930	205,624	178,189

From Galveston.

Antwerp, Belgium.....	—	100	200
Bremen, Germany.....	—	400	—
Cienfuegos, Cuba.....	—	100	—
Copenhagen, Denmark.....	—	—	100
Glasgow, Scotland.....	—	900	201
Hamburg, Germany.....	—	8,116	3,000
Havana, Cuba.....	—	436	—
Liverpool, England.....	—	1,000	—
London, England.....	—	500	—
Reval, Russia.....	—	400	—
Rotterdam, Holland.....	40,312	31,537	—
Tampico, Mexico.....	—	6,822	—
Trieste, Austria.....	—	—	7,400
Vera Cruz, Mexico.....	—	6,700	6,632
Total	—	68,524	55,892

From Baltimore.

Antwerp, Belgium.....	—	719	1,479
Bremen, Germany.....	—	—	648
Copenhagen, Denmark.....	—	150	—
Glasgow, Scotland.....	—	150	170
Hamburg, Germany.....	—	3,140	2,948
Havre, France.....	—	600	600
Liverpool, England.....	—	600	80
Marseilles, France.....	—	—	200
Rotterdam, Holland.....	—	5,095	5,265
Stockholm, Sweden.....	—	50	—
Total	—	10,504	11,300

From Philadelphia.

Christiania, Norway.....	—	75	—
Copenhagen, Denmark.....	—	475	196
Hamburg, Germany.....	—	612	321
Rotterdam, Holland.....	—	—	200
Total	—	1,162	717

From Savannah.

Aalsund, Norway.....	—	27	—
Antwerp, Belgium.....	—	53	—
Barcelona, Spain.....	—	120	—
Bergen, Norway.....	—	27	—
Bremen, Germany.....	—	9,405	3,510
Christiania, Norway.....	—	1,297	844
Christiansand, Norway.....	—	53	—
Genoa, Italy.....	—	323	—
Gothenberg, Sweden.....	—	4,892	3,446
Hamburg, Germany.....	—	5,147	3,432
Havre, France.....	—	2,862	3,454
London, England.....	—	—	375
Malmö, Sweden.....	—	109	—
Rotterdam, Holland.....	3,753	42,771	30,935
Stavanger, Norway.....	—	366	197
Stettin, Germany.....	—	54	—
Stockholm, Sweden.....	—	54	—
Tonsberg, Norway.....	—	55	—
Trieste, Austria.....	—	106	321
Venice, Italy.....	—	423	—
Total	—	3,753	68,174

From Newport News.

Amsterdam, Holland.....	—	—	25
Glasgow, Scotland.....	—	—	420
Hamburg, Germany.....	—	300	19,271
Liverpool, England.....	—	3,000	2,451
London, England.....	—	56	1,109
Rotterdam, Holland.....	—	200	9,404
Total	—	3,646	32,660

From All Other Ports.

Canada	7	16,440	12,638
Costa Rica.....	—	—	1
Germany	—	—	400
Glasgow, Scotland.....	—	300	—
Guatemala	—	—	10
Hamburg, Germany.....	—	200	—
Honduras	—	—	10
Japan	—	—	3
Liverpool, England.....	—	—	10
Mexico	—	—	5
Salvador	—	—	72
Total	7	16,940	13,148

Recapitulation.

From New York.....	6,358	218,280	272,632
From New Orleans.....	2,930	205,624	178,189
From Galveston.....	—	68,524	55,892
From Baltimore	—	10,504	11,300
From Philadelphia	—	1,162	717
From Savannah	3,753	68,174	46,514
From Newport News	—	3,646	32,660
From all other ports.....	7	16,940	13,148

SOUTHERN MARKETS

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., May 23.—Prime crude, 43c.; meal, \$22.50 Atlanta. Hulls, \$8.25 Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 23.—Cottonseed oil market firm, basis prime crude quoted at 41c. Choice meal, \$24. Hulls, \$8.75@6 loose, \$8.75@9 sacked.

(COTTONSEED OIL SITUATION.)

(Special Letter to The National Provisioner from Aspegren & Co.)

The market has recovered all and more than the recent reaction, making a new high level for May, July and September, and strong indications of going higher.

The feature of the week is the sudden strength shown in November. Traders realize that same is the best purchase in the list considering the heavy discount prevailing under October, while December is almost entirely neglected.

We are still of the opinion that oil will continue strong for some time to come. Many of the knowing ones are predicting 60c. oil before the end of the season and even for October.

We quote to-day as follows:

Prime summer yellow cottonseed oil, May, 50½c.; July, 50¾c.; September, 50½c.; October, 53¼c.; November, 46½c.; December, 43c.

We further quote: Prime winter yellow cottonseed oil, 60c.; prime summer white cottonseed oil, 60c.; Hull quotation of English cottonseed oil, 34s. 6d.

COOLING FATS AND SUBSTANCES.

An English patent describes the methods and apparatus for the cooling of melted fats in the following manner: The fat is maintained in a molten state in a vessel, one side of which is formed by a moving endless band or revolving drum. Means are provided for cooling the traveling band, and for removing the solidified film of fat from the same, knives and scrapers serving the latter purpose. The supply of melted fat is kept at a constant level in the vessel by means of a ball-cock on the supply pipe.

CONVENTIONS.

May 21, 22, 23, 24.—Inter State Cottonseed Crushers' Association, Jamestown Exposition, Norfolk, Va.

June 5, 6, 7.—Oil Mill Superintendents' Association of the United States, Memphis, Tenn.

June 25, 26.—Texas Cottonseed Crushers' Association, Galveston, Tex.

INTER-STATE COTTON SEED CRUSHERS' ASSOCIATION.

President, F. H. Bailey, Lamar Cotton Oil Co., Paris, Texas.
Vice-President, Luther A. Ransom, Southern Cotton Oil Co., Atlanta, Ga.
Secretary and Treasurer, Major Robert Gibson, son, Dallas, Texas.

OIL MILL SUPERINTENDENTS' ASSOCIATION OF THE UNITED STATES.

President, M. W. Faherty, Memphis, Tenn.
Vice-Presidents, C. N. Thatcher, Wills Point, Tex.; W. N. Kinlochmont, Brownsville, Tenn.; T. J. McNulty, Brookhaven, Miss.; T. G. Wolf, Oklahoma City, Okla.; A. A. Kirby, Fort Smith, Ark.
Secretary and Treasurer, M. B. Wilson, Lockhart, Texas.

TEXAS COTTON SEED CRUSHERS' ASSOCIATION.

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Vice-President, Edward Woodall, Hillsboro.
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LOUISIANA COTTON SEED CRUSHERS' ASSOCIATION.

President, J. C. Hamilton, Capital City Oil Co., Baton Rouge, La.

SOUTH CAROLINA COTTON SEED CRUSHERS' ASSOCIATION.

President, F. D. Hunter, Simpsonville.
Vice-President, J. J. Lawton, Hartsville.
Secretary and Treasurer, B. F. Taylor, Columbia.

HIDES AND SKINS

(Daily Hide and Leather Market)

Chicago.

PACKER HIDES.—There continues to be a demand from outside tanners for lots suitable to fill immediate requirements, but the call is principally for late salting stock, though January takeoff are in better request than February and March. The packers are selling the latter month's takeoff whenever they can induce a buyer to take same. Native steers rule unchanged at 15c. for May salting and heavy average early May quoted at 14½c. April takeoff is listed at 14½@14½c. The packers are freely offering February and March at 14c., but are not selling, and these are not quotable over 13½c. One packer has an offer of 15½c. for two cars of all heavy Texas steers or 15c. for two cars of heavy and light weights together that are being salted. There is quite an improvement in the receipts of grass-fed Texas at both Kansas City and St. Louis. The best demand for branded hides at present is for butt brands and Colorados. These range at 13½@14c., according to dates of salting, etc. A big packer sold two cars of late May Colorados at 14c. Branded cows are quiet and nominally unchanged at 13@13½c., as the best call is for branded steers, as noted above. Native cows have sold to the extent of 4,000 January salting all weights by a big packer at 13c., and 6,000 January and February at the same figure, including Aprils at 13½c., and these sales would indicate that the cow market is relatively much easier than sole leather stock. Native bulls are dull at 11½c., as the tanners find country hides cheaper on selection, and branded bulls are nominal, 10½c.

COUNTRY HIDES.—The market is inactive. The drift of the market continues for prime stock, and it is reported that dealers have paid as high as 11c. and 10c. in Michigan points for good hides that run 75 per cent No. 1. Western dealers with good-sized holdings that run heavy for seconds are getting anxious to sell, and this is not helping the tone of the market, as those who fished around for offers were pretty much surprised to find that neither tanners nor dealers showed any interest in that class of stock. Dealers here are letting No. 2 hides go on the best offers they can get. A good many of the tanners are waiting for June hides. Eastern manufacturers are said to be offering lines of shoes made from low-grade and medium selection satins at 5@10c. lower per pair, and this decline would show why tanners are not buying No. 2 upper leather hides, as all classes of shoes which require leather made from prime hides are firm at unchanged prices. There is some inquiry to-day for all No. 1 buffs, but the dealers are more anxious to sell No. 2s along with the No. 1s. Lots running up to 80 per cent

seconds are nominal at 11c., and half seconds 11½c., with no fresh sales. Reports from Ohio show that buffs from there have sold at 11½c. to go East; also all No. 1s alone at 11½@11½c., and all No. 1 extremes at 11½c. A Michigan collar leather tanner was here recently bidding 11c. for heavy cows, but was unable to secure any, and these are quoatable at 11½c. for regular lots, with lots running larger percentage firsts held proportionately higher. Extremes are quiet here. Good lots are quoted on a parity with buffs, but some poor stuff, running largely grubby, has sold at low figures, as previously mentioned. Heavy steers range at 12@12½c.

CALFSKINS.—A car of Chicago city skins sold at 15½c., and choice outside cities will bring the same figure, with inferior lots ranged at 14½@15c. Receipts are reported not as large as expected, and last year outside dealers were offering good-sized collections, which are said to be lacking to-day. Country skins of good quality command 14½c. Kips unchanged.

SHEEPSKINS.—Most of the packers are sold ahead on wool pelts and quotations on these are now more or less nominal at \$1.65 @2.00 for sheep and \$1.25@1.75 for lambs. Best packer shearlings here have been in good demand at 70c. and 60c. at the Missouri River. Spring lambs have sold at a range of 60@77½c., according to lots. The small offerings of country pelts are taken regularly at old prices.

HORSE HIDES.—Last sales, \$4.35.

New York.

DRY HIDES.—There are some negotiations in progress on recent arrivals, but no sales have as yet been reported. A sale was made, however, of 500 wet salted Havanas at 12½c.

CITY PACKER HIDES.—There is more activity and the market is firm on native steers of May and June salting ahead. One of the local packers has sold a good part of his production of June native steers ahead and secured 15c. for them. Some buyers seem to think that native steers are good property owing to a possible small supply on account of the demand for spreadies, and also that June hides will run well for short hair and free from grubs. Another packer has probably cleaned out all his May native and branded steers at the understood price of 14½c. for natives amounting to 3,000 to 4,000, and about 2,000 butt brands and Colorados at around 13½c., but the packer does not admit the sale as yet.

COUNTRY HIDES AND CALFSKINS.—There is a quiet and somewhat easier market on hides, with no sales of account reported. Good lots of hides running largely firsts are in some demand, but long haired grubby lots are not wanted. As an illustration of this, a car of New York State hides was offered here at 10½c. flat and not taken, while sales of choice Pennsylvania cows running 75 per cent or more firsts have been sold at 11c. flat. Calfskins are somewhat steadier, with countries selling at a range of \$1.10@1.15, \$1.50@1.52½ and \$1.75@1.77½, selected, and outside cities at \$1.17½@1.22½, \$1.55@1.60 and \$1.80@1.85, selected.

HIDES DOWN!

With Retsof Crushed Rock Salt, receive an honest, thorough cure, because RET-SOF is PURE and because it spreads evenly; hides come up plump and clean.

Your cost of curing is LESS, while the hides bring MORE money per pound.

INTERNATIONAL SALT CO.
SCRANTON, PA. or CHICAGO, ILL.

EMIL KOHN

Buyer of

Calfskins and Hides

Get my prices before you sell. Can use any quantity. Will pay to New York Butchers

22 CENTS PER LB.
FOR CALFSKINS

Warehouse: 99 Gold Street Office: 150 Nassau St., New York

EUROPEAN MARKETS.—One sale is reported of a lot of 1,500 Anglo-American packer native steers of May salting at 5½c. green weight. European calfskins are steadier to firmer.

BOSTON HIDE MARKET.—Late takeoff country hide firm. Ohio buffs are held at 11½@11½c., and extremes at 11½c., and lots running nearly all No. 1s are reported sold 11½c. Southern hides dull, with few offerings and best shippers quoting 10c. and poorer lots selling at less.

LEATHER CONDITIONS.—Trade in dry hide sole leather is slow and market easy, and though no material break has occurred in prices the market is fractionally off here and heavy dry hide hemlock thirds that were bringing 24c. on New York selection have sold at 23½c. There are still large stocks here of hemlock sole, mostly poor stock. A car of Philadelphia Texas oak sides is reported sold here at 31½c. tannery run. A sale is also reported made here recently of 5,000 Philadelphia Texas oak bends, understood to have brought around 40½c. tannery run, as some of this leather has been offered for resale at 41c. tannery run. The market continues weak on different kinds of side upper and glazed kid.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York for the week ending Wednesday, May 22, 1907, were as follows:

Beef.—Bremen, Germany, 50 bbls.; Cardiff, Wales, 25 tcs.; Colon, Panama, 80,347 lbs., 100 tcs., 25 bbls.; Glasgow, Scotland, 110 tcs.; Hamburg, Germany, 200 bbls.; Havana, Cuba, 61,433 lbs.; Hamilton, Bermuda, 67,793 lbs., 41 bbls.; Kingston, W. I., 27 bbls.; Liverpool, England, 2,094,459 lbs., 75 tcs.; London, England, 522,496 lbs.; Port Antonio, W. I., 5 tcs.; Port Limon, Costa Rica, 30 lbs.; Port au Prince, W. I., 57 bbls.; San Michael, 162 bbls.; Southampton, England, 769,453 lbs.; Surinam, Dutch Guiana, 512 bbls.; Island of, 86 bbls.

Oleo Oil.—Constantinople, Turkey, 50 tcs.; Genoa, Italy, 400 tcs.; Glasgow, Scotland, 40 tcs.; Hamburg, Germany, 101 tcs.; Rotterdam, Holland, 745 tcs.

Oleomargarine.—Antwerp, Belgium, 1,520 lbs.; Cape Town, South Africa, 2,080 lbs.; Colon, Panama, 6,800 lbs.; Havana, Cuba, 17,920 lbs.; Hamilton, Bermuda, 5,940 lbs.; Kingston, W. I., 2,000 lbs.; Port Limon, Costa Rica, 1,630 lbs.; Port au Prince, W. I., 1,650 lbs.; San Michael, 1,440 lbs.; Trinidad, Island of, 3,400 lbs.

Tallow.—Havana, Cuba, 8,045 lbs.; Port Limon, Costa Rica, 4,032 lbs.; Savanilla, Colombia, 37,528 lbs.; Trinidad, Island of, 1,000 lbs.

Country Butchers

Before Disposing of HIDES
and SKINS would do well
to Write for Prices to

U. S. Leather Co.
Country Hide Department,
E. J. SCHWARZ, Manager

Newark Branch,
Cres and Spring Sts.,
NEWARK, N. J.

Cleveland Branch,
James and Marwin Sts.,
CLEVELAND, OHIO.

Cumberland Branch,
CUMBERLAND, MD.

Chicago Section

Platt says Theodore Roosevelt discovered the Ten Commandments—which, no doubt, he (Platt) lost!

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, May 18, averaged 7.22 cents per pound.

Hugh Shiells, Sir Tummas' old-time manager, has been appointed head meat inspector for New York, and will leave shortly to take up the position.

S. & S. Company have commenced rebuilding the fifth, sixth and seventh floors of "B" warehouse comprising the box factory, hog cutting and trimming rooms, recently destroyed by fire.

Swift & Company's premium milk fed chicken feather foundry caught fire Monday morning, but the flames were quickly extinguished, consequently several thousand broilers got a respite.

Barney Heide, general manager of the International Livestock Exposition, is back from an extended trip through Indian Territory and Oklahoma. He is much impressed by the progressiveness exhibited there.

Mrs. G. F. Swift, widow of the pioneer packer, will build a brick parsonage, gymnasium and club building for the Union Avenue Methodist Church, of which she and her husband were members for many years.

Schmauss & Co., Rockford, Ill., have commenced the construction and equipment of a \$250,000 packing plant. Wilder & Davis, who drew up the plans and specifications, will also superintend construction. The Allbright-Nell Company will furnish and install the machinery.

Luhr Bros. Packing Company, Alton, Ill., have commenced the installation of a 150-ton refrigerating machine, and have just completed building a new hog house and cooler. Allbright-Nell Company furnished the hog scraper, a new machine invented and patented by them. They are also installing the Warmenwetsch odorless tanking system.

F. A. Bretherton, for many years manager of the Anglo-American's sausage department

and latterly in the same capacity with the Agar Packing Company of Des Moines, Iowa, died suddenly in Philadelphia, where he was on business for his house, last week of heart failure. His sudden demise came as a great shock to his family and friends. Mr. Bretherton had many warm friends in the trade and was an exceptionally brilliant business man of many sterling qualities.

Mr. L. H. Fisher has returned from his successful trip abroad and assumed the management of Fisher & Company, packing-house by-products, 636 Postal Telegraph Building, Chicago. Mr. Fisher's many friends will be pleased to be informed through The National Provisioner of his promising entrance in a field which is so congenial to his past experience. Mr. L. H. Fisher was formerly manager of the by-products department of Morris & Company and severed his connection on March 16, since which time he has hustled both in this country and abroad to form new connections.

Swift & Company have commenced to build a new hog house with a killing capacity of 1,800 hogs per hour. This building, which is to be of concrete construction, will be built on the site of the old No. 2 hog house adjoining No. 7 warehouse, and will be modern in every particular. This company has also very nearly completed the most up-to-date sausage factory in the United States. It is a six-story fireproof building 200 x 150, embodying the most complete sanitary arrangements possible. They have also under consideration the construction and equipment of a new power house to contain fourteen high-pressure water tube boilers, mechanical stokers, etc.

INSPECTION BILL IN ILLINOIS.

Just before adjournment the Illinois Legislature passed a bill under the terms of which the State inspectors are authorized to take possession of animals suspected of having contagious or infectious diseases before slaughter and to condemn them if it be found that they are unfit for food upon post-mortem examination. The bill in full is as follows:

A BILL

For an act to provide for the inspection of any animal intended for human food, ap-

pearing to be diseased, and for the disposition of the carcass.

Section 1. Be it enacted by the people of the State of Illinois, represented in the general assembly: That, for the purpose of preventing the use of meat or meat food products for human food which are unsound, unhealthful, unwholesome, or otherwise unfit for human food, the Board of Live Stock Commissioners may, at their discretion, make or cause to be made, by the State Veterinarian, or his assistants, or any duly authorized livestock inspector in the employ of the State of Illinois, an examination of any animal intended for human food, which he or they believe is afflicted with any contagious or infectious disease, or any disease or ailment which would render the carcass of said animal unfit for human food.

Sec. 2. In event any animal shall be inspected by any person herein authorized to make said inspection, and in his judgment found to be afflicted with any disease or ailment which would render said animal unfit for human food, it shall be the duty of the person making said examination to forthwith take possession or control of said animal, and notify the owner or person or corporation in control or possession of such animal that such animal is unfit for human food; whereupon, said animal shall immediately be killed and the carcass examined by some person or persons authorized to make inspection of such animals. If upon examination of the carcass, it shall appear to the examiner that the same is suitable for human food, he shall allow the person or corporation from whom said animal was taken to make disposition of the animal, or such examiner shall cause the same to be sold; but if in the opinion of such inspector any such carcass is unwholesome or unfit for human food, then the same shall be by him, stamped, marked, tagged or labeled, "inspected and condemned," and every such condemned carcass shall be destroyed for the purposes of human food: Provided, That if such carcass shall be disposed of for food purposes by such inspector, the proceeds thereof shall be accounted for as the Board of Live Stock Commissioners may provide.

Sec. 3. Any person, firm or corporation who shall, in any manner, fail, neglect or refuse to comply with any provision in this act contained, shall be deemed guilty of a misdemeanor, and upon conviction thereof, be punished by a fine of not less than one hundred dollars (\$100) nor more than five hundred (\$500), or confined in the county jail not exceeding one year, or both.

You Need Boxes - We Know It

Send your requirements, if only for a special size of one kind. Let us send a sample and figure for some of your business, if not all.

CONSIGNEES' FAVORITE BOX COMPANY
Chattanooga, Tenn.
Members American Meat Packers' Association.

Simplex Sausage Seasoning

A New Pure Food Sausage Flavor.
All Leading Jobbers sell it.
Or write HARRY HELLER & CO., Chicago

PACKING HOUSE AND MARKET AUDITS

Accounting, Factory Cost, Payroll and Time-Keeping systems designed and installed.

SPECIAL AND PERIODICAL AUDITS MADE

THE CENTRAL AUDIT CO.
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We are practical Packing House Accountants.

General Supplies Company

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19-29 Exchange Ave., U. S. Yards,
CHICAGO.

PACKERS' SUPPLIES OF EVERY DESCRIPTION FOR EVERY DEPARTMENT.
Salt, Fuller's Earth, Parchment, Wax and Manila Papers, Press Cloth, Duncan and Fitzgerald Switches, Rail Hangers, Pipe Fittings and Valves.
FULL LINES.
PROMPT DELIVERY.

Durand-Steel Lockers For Packing Houses

In use by Swift & Co. (8 orders), Morris & Co. (18 orders), Armour & Co., Hammond Co., Roberts & Oak, Boyd, Lenham & Co.
SHURDILL & SPALDING
488 CARROLL AVE., CHICAGO.

ZACHARY T. DAVIS

Architect
79 Dearborn Street CHICAGO

Packinghouses a Specialty. Eight years supervising architect with Armour & Co.

What made pure food laws necessary?

The alarming spread of dangerous adulterations in meats, etc! Meats pickled in the same brine, used stale, over and over again, cured by smoke, and artificially colored as a subterfuge.

DOVE Brand Hams

Represent the very highest excellence in quality, curing and flavor which the ingenuity of man has ever attained. Superior to the old world cures, they are pure, sweet and wholesome, with the richest flavor you ever tasted. Especially prepared to stand warm or southern climates.

Demand Dove Brand Meats at your grocer's.
John C. Roth Packing Co.
Cincinnati, O.

FOR RESULTS USE BARBER REFRIGERATING MACHINERY

Simplicity, Efficiency and Reliability are features of the Improved Barber Machines. We build machines for every purpose. From 3 to 250 tons daily capacity. Above cut shows our Center Crank Belt Drive Compressor, the most successful small machine on the market. Can be driven by any kind of power. Every equipment backed by an iron clad guarantee. Write for our handsome new catalog and full information.

FACTORY AT DEKALB — ILL

CREAMERY PACKAGE MFG. CO.
182-188 E. Kinzie St., Chicago, Ill.

FOWLER PACKING CO.
STATION "A", KANSAS CITY, U. S. A.
Beef and Pork Packers

JOBBERS OF
**Dressed Beef, Pork, Mutton, Veal,
Dry Salt and Sugar Cured Meats, Lard,
Tallow, Grease, Oils, Stearine, Etc.**

SKEWERS
For best prices on Maple and Hickory Skewers write to :
HUGH N. CRIDER, BELLEFONTE, PA.

JULIUS DAVIDSON
Broker and Commission Merchant
PACKING HOUSE PRODUCTS
COTTONSEED OIL
302 and 303 Kemper Bldg. Kansas City, Mo.

CHAMPION FAT CUTTING MACHINE.

Cuts 100 pounds per minute uniformly. Reduces crackling cake 6 per cent. Made only by JOHN B. ADT, Baltimore, Md. 332 to 342 N. Holliday St.

Russian Sheep Casings
EXPORTERS
HABERKORN BROS.
SCHWABENSTRASSE NO. 29
Hamburg, Germany
Importers of All Kinds of American Sausage Casings

**THE GEO. F. TAYLOR CO.
BROKERS**
80 Pine Street :: New York
**FERTILIZER CHEMICALS
AND MATERIALS GENERALLY**
**FULLERS' EARTH and BONE BLACK
FOR FILTERING PURPOSES**
HARRY HELLER & CO., Chicago
367 Fifth Avenue
Western Selling Agt. for FULLERS' EARTH

GEORGE LITTLE LIMITED
MANCHESTER, ENGLAND
Established over 50 Years

Invite correspondence with Packers desirous of finding an outlet on the English Market for

**BACON, HAMS,
LARD, DAIRY
PRODUCTS, ETC.**

A good opportunity for an enterprising house to get into touch with British consumers.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Western Cows.....	6@ 7
Good Native Steers.....	8 @ 8 1/2
Western Steers.....	7 1/2 @ 8
Native Steers, Medium.....	7 1/2 @ 8
Heifers, Good.....	7 @ 7 1/2
Hind Quarters.....	1.75 over Straight Beef
Fore Quarters.....	1.50 under Straight Beef

Beef Cuts.

Steer Chucks.....	6@ 7
Cow Chucks.....	6@ 6
Honless Chucks.....	5 1/2 @ 6
Medium Plates.....	5 1/2 @ 5
Steer Plates.....	5 1/2 @ 4
Cow Rounds.....	6@ 7
Steer Rounds.....	6@ 8 1/2
Cow Loins, Medium.....	6@ 11
Steer Loins, Heavy.....	6@ 17
Beef Tenderloins, No. 1.....	6@ 24
Beef Tenderloins, No. 2.....	6@ 20
Strip Loins.....	6@ 10
Sirloin Butts.....	6@ 12
Shoulder Clods.....	6@ 8
Rolls.....	6@ 12
Bump Butts.....	6@ 9
Trimmings.....	6@ 4 1/2
Blank.....	3 1/2 @ 4 1/2
Cow Ribs, Heavy.....	6@ 11
Cow Ribs, Common Light.....	6@ 10
Steer Ribs, Light.....	6@ 13
Steer Ribs, Heavy.....	6@ 15
Loin Ends, steer-native.....	6@ 11
Loin Ends, cow.....	6@ 9
Hanging Tenderloins.....	4 1/2 @ 5
Flank Steak.....	7 @ 10

Beef Offal.

Livers.....	6@ 3 1/2
Hearts.....	6@ 2 1/2
Tongues.....	6@ 12
Sweetbreads.....	6@ 18
Ox Tail, per lb.....	6@ 5
Fresh Tripe—plain.....	6@ 2 1/2
Brains.....	6@ 5
Kidneys, each.....	6@ 5
Brains.....	6@ 3

Veal.

Heavy Carcass Veal.....	7@ 7 1/2
Light Carcass.....	6@ 8
Good Carcass.....	6@ 10
Medium Saddles.....	6@ 11
Good Saddles.....	6@ 12
Medium Racks.....	6@ 8
Good Racks.....	6@ 8 1/2

Veal Offal.

Brains, each.....	6@ 4
Sweetbreads.....	6@ 5
Plucks.....	6@ 25
Heads, each.....	10 @ 15

Lamb.

Medium Caul.....	10 @ 11
Good Caul.....	12 @ 12 1/2
Round Dressed Lambs.....	13 1/2 @ 14
Saddles, Caul.....	13 @ 13
R. D. Lamb Saddles.....	15 @ 16
Caul Lamb Racks.....	10 @ 10
R. D. Lamb Racks.....	10 @ 10
Lamb Fries, per pair.....	10 @ 10
Lamb Tongues, each.....	6@ 3
Lamb Kidneys, each.....	6@ 2

Mutton.

Medium Sheep.....	9 @ 9 1/2
Good Sheep.....	9 @ 10
Medium Saddles.....	11 @ 11
Good Saddles.....	11 @ 12 1/2
Medium Racks.....	9 @ 9
Good Racks.....	10 @ 10
Mutton Legs.....	12 @ 13
Mutton Stew.....	6 @ 6
Mutton Loins.....	12 @ 12
Sheep Tongues, each.....	6@ 4
Sheep Heads, each.....	6@ 7

Fresh Pork, Etc.

Dressed Hogs.....	9 1/2 @ 9 1/2
Pork Loins.....	10 1/2 @ 10 1/2
Leaf Lard.....	6@ 8 1/2
Tenderloins.....	22
Spare Ribs.....	6@ 6
Butts.....	6@ 9
Hocks.....	6@ 6
Trimming.....	6@ 5 1/2
Tails.....	6@ 4
Snots.....	6@ 4
Pigs' Feet.....	6@ 4
Pigs' Heads.....	6@ 4
Blade Bones.....	5 1/2 @ 5 1/2
Cheek Meat.....	6@ 4 1/2
Hog Plucks.....	6@ 3
Neck Bones.....	6@ 2
Skinned Shoulders.....	6@ 9
Pork Hearts.....	21 1/2
Pork Kidneys.....	6@ 2 1/2
Pork Tongues.....	6@ 2 1/2
Slip Bones.....	6@ 2 1/2
Tail Bones.....	6@ 4
Burins.....	6@ 4
Backfat.....	6@ 3 1/2
Hams.....	12 @ 14
Codds.....	8 @ 8 1/2
Bellies.....	12 @ 12
Shoulders.....	6@ 9

SAUSAGE.

Columbia Cloth Bologna.....	6@ 6
Bologna, large, long, round and cloth.....	6@ 7
Choice Bologna.....	6@ 8
Frankfurters.....	6@ 8
Blood, Liver and Headcheese.....	6@ 7
Tongue.....	6@ 8 1/2
White Tongue.....	6@ 9
Minced Sausage.....	6@ 11
Prepared Sausage.....	6@ 12
New England Sausage.....	6@ 8 1/2
Berliner Sausage.....	6@ 15
Boneless Sausage.....	6@ 15
Oxford Sausage.....	6@ 15
Polish Sausage.....	6@ 15
Leona, Garlach, Knoblauch.....	6@ 7 1/2
Smoked Pork.....	6@ 8
Veal Sausage.....	6@ 14
Farm Sausage.....	6@ 14
Pork Sausage, bulk or link.....	6@ 14
Pork Sausage, short link.....	6@ 14
Special Prepared Sausage.....	6@ 14
Boneless Pigs' Feet.....	6@ 14
Ham Bologna.....	6@ 8
Compressed Luncheon Sausage.....	6@ 11
Special Compressed Ham.....	6@ 11

Summer Sausage.

Supreme Summer, H. C., New Medium Dry.....	19
German Salami, New Dry.....	15
Holsteiner, New.....	12
Mettwurst, New.....	13
Farmer, New.....	13
Darles, H. C., New.....	20
Italian Salami, New.....	20
Monarque Cervelat.....	6
Capescola.....	6

Sausage in Oil.

Smoked Pork, 1-50.....	\$4.00
Smoked Pork, 2-20.....	8.00
Bologna, 1-50.....	2.50
Bologna, 2-20.....	2.50
Viennas, 1-50.....	4.50
Viennas, 2-20.....	4.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels.....	\$7.75
Pickled Plain Tripe, in 200-lb. barrels.....	4.40
Pickled H. C. Tripe, in 200-lb. barrels.....	6.85
Pickled Ox Lips, in 200-lb. barrels.....	10.00
Pickled Pigs' Snouts, in 200-lb. barrels.....	12.00
Lamb Tongue, Short Cut, barrels.....	33.00

CORNED, BOILED AND ROAST BEEF.

Per doz.....	\$1.27 1/4
1-lb. 2 doz. to case.....	21.27 1/4
2-lb. 1, or 2 doz. to case.....	23.35
4-lb. 1, doz. to case.....	4.70
6-lb. 1, doz. to case.....	8.00
14 lbs., 1/2 doz. to case.....	17.75

EXTRACT OF BEEF.

Per doz.....	\$2.25
1-oz. jars, 1 doz. in box.....	3.55
2-oz. jars, 1 doz. in box.....	6.50
4-oz. jars, 1 doz. in box.....	11.60
8-oz. jars, 1/2 doz. in box.....	22.00
6-oz. jars, 1/2 doz. in box.....	22.00
2, 5 and 10-lb. tins.....	31.75 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef.....	10.50
Plate Beef.....	10.00
Extra Mess Beef.....	8.50
Mess Beef.....	8.75
Beef Hams.....	6
Bump Butts.....	10.50
Mess Pork.....	17.00
Clear Fat Backs.....	16.50
Family Back Pork.....	18.75
Bean Pork.....	13.75

LARD.

Pure leaf, kettle rendered, per lb., tcs.....	61 1/2
Lard substitute, tcs.....	6
Lard compounds.....	6@ 8%
Barrels.....	1/4c. over tcs.
Half barrels.....	1/4c. over tcs.
Tubs, from 10 to 80 lbs.....	1/4c. to 1c. over tcs.
Cooking Oil, per gal. in barrels.....	65 1/2

BUTTERINE.

Nos. 1 to 6, natural color.....	11 @ 16
(Boxed, Loose are 1/4c. less.)	
Clear Bellies, 14@16 avg.....	610 1/2
Clear Bellies, 18@20 avg.....	610 1/2
Rib Bellies, 14@16 avg.....	610 1/2
Rib Bellies, 18@20 avg.....	610 1/2
Fat Backs, 12@14 avg.....	6@ 8 1/2
Regular Plates.....	6@ 8 1/2
Short Clears.....	6@ 9 1/2
Bacon meats.....	1@ 1 1/4c. more
Hams, 12 lbs. avg.....	615
Hams, 16 lbs. avg.....	614 1/2
Skinned Hams.....	615
Calas, 6@ 7 lbs. avg.....	6@ 9 1/2
Calas, 8@ 12 lbs. avg.....	6@ 9 1/2
Breakfast bacon, fancy.....	6@ 21
Wide, 8@ 10 avg. and Strip, 4 1/2@5 avg.....	6@ 14 1/2
Wide, 10@12 avg. and Strip, 5@6 avg.....	6@ 14 1/2
Wide, 12@ 14 avg. and Strip, 6@ 17 avg.....	6@ 14 1/2
Dried Beef Sets.....	6@ 14 1/2
Dried Beef Insides.....	6@ 14 1/2
Dried Beef Knuckles.....	6@ 15 1/2
Dried Beef Outsides.....	6@ 15 1/2
Regular Boiled Hams.....	6@ 20
Smoked Hams.....	6@ 21

SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Rounds, per set.....	13
Middles, per set.....	13
Beef bungs, per piece.....	4 1/2
Hog casings, free of salt.....	50
Hog middles, per set.....	12
Hog bungs, export.....	7 1/2
Hog bungs, narrow.....	5
Imported wide sheep casings.....	90
Imported medium wide sheep casings.....	90
Beef weenands.....	60
Beef bladders, medium.....	62
Beef bladders, small, per doz.....	12
Hog stomachs, per piece.....	4

FERTILIZERS.

NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$5.25@ 6.15
Medium to fair native steers.....	4.65@ 5.15
Poor to ordinary native steers.....	4.00@ 4.00
Oxen and stags.....	2.75@ 5.20
Bulls and dry cows.....	2.10@ 4.75
Kneed to choice native steers one year ago.....	5.15@ 5.75

LIVE CALVES.

Live veal calves, prime to choice, per 100 lbs.	\$7.75@ \$8.00
Live veal calves, fair to good, per 100 lbs.	7.00@ \$7.50
Live veal calves, com. to med., per 100 lbs.	5.50@ \$6.75
Live veal calves, culs, per 100 lbs.	4.50@ \$5.00
Live veal calves, barnyards, per 100 lbs.	3.00@ \$3.50
Live veal calves, Western, per 100 lbs.	3.00@ \$3.50

LIVE SHEEP AND LAMBS.

Lambs, dressed, hothouse, 22 to 35 lbs., each	6.00@ \$7.00
Lambs, dressed, hothouse, 25 to 30 lbs., each	3.00@ \$5.00
Live spring lambs, each.....	3.50@ \$5.75
Live yearlings, unshorn, good to choice, 100 lbs.	7.85@ \$8.25
Live yearlings, unshorn, com. to fair, 100 lbs.	6.25@ \$7.75
Live sheep, clipped, good to prime, 100 lbs.	6.25@ \$8.75
Live sheep, clipped, com. to fair, 100 lbs.	5.75@ \$6.25
Live sheep, clipped, com. to fair, 100 lbs.	3.50@ \$3.50
Live sheep, unshorn, per 100 lbs.	4.00@ \$7.00

LIVE HOGS.

Hogs, heavy weights (per 100 lbs.)....	\$7.15
Hogs, medium	6.75
Hogs, 140 lbs.	7.30
Pigs	7.40
Rough	8.15@ 6.25

DRESSED BEEF.

CITY DRESSED.

Choice native heavy.....	8@ 9
Choice, native, light.....	6 1/2@ 9
Common to fair, native.....	6@ 8 1/2

WESTERN DRESSED BEEF.

Choice native, heavy.....	8 1/2@ 9
Choice native, light.....	8 1/2@ 8 1/2
Native, common to fair.....	8@ 8 1/2
Choice Western, heavy.....	6@ 8 1/2
Choice Western, light.....	7 1/2@ 8 1/2
Common to fair Texas.....	7 1/2@ 7 1/2
Good to choice heifers.....	7 1/2@ 8 1/2
Common to fair heifers.....	7 1/2@ 8
Choice cows.....	7 1/2@ 8
Common to fair cows.....	7 1/2@ 7 1/2
Good to choice oxen and stags.....	8@ 7 1/2
Common to fair oxen and stags.....	8@ 7 1/2
Fleshy bologna bulls	8@ 7

BEEF CUTS.

No. 1 ribs, 11c. lb.; No. 2 ribs, 9c. lb.; No. 3 ribs, Sc. lb.; No. 1 loins, 12c. lb.; No. 2 loins, 10c. lb.; No. 3 loins, 9c. lb.; No. 1 chuck, 7c. lb.; No. 2 chucks, 6c. lb.; No. 3 chucks, 5c. lb.; No. 1 rounds, 8 1/2c. lb.; No. 2 rounds, 7 1/2c. lb.; No. 3 rounds, 7c. lb.	
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DRESSED CALVES.

Veals, city, dressed, prime, per lb.	12@ 12 1/2
Veals, good to choice, per lb.	11@ 11 1/2
Western calves, prime, per lb.	10 1/2@ 11
Western calves, fair to good.....	9 1/2@ 10
Western calves, common.....	8 1/2@ 9

DRESSED HOGS.

Pigs	8@ 10 1/2
Hogs, heavy.....	8@ 8 1/2
Hogs, 180 lbs.	8@ 9
Hogs, 160 lbs.	8@ 9 1/2
Hogs, 140 lbs.	8@ 9 1/2

DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.	15
Spring lambs, good.....	14@ 14 1/2
Yearling lambs	12@ 13
Sheep choice	12
Sheep, medium to good.....	11@ 11 1/2
Sheep, culs	10@ 11 1/2

THE NATIONAL PROVISIONER.

DRESSED POULTRY.

FRESH KILLED.

Turkeys—Western, young hens (ave. best)	11@ 14
Western, hens and toms mixed (ave. best)	11@ 15
Western, fair to good	12@ 13 1/2
Broilers—Phila., 3 to 4 lbs. p. pair p. lb.	40@ 45
Penn., 3 to 4 lbs. per pair per lb.	35@ 37
Phila., squab broilers, per pair	60@ 60

Fowls.

West'n. d. p., fancy, medium weights	15
Western, dry-picked, heavy	13 1/2@ 14
Western, dry-picked, poor to medium	11@ 13
Western, scalded, heavy	13 1/2@ 14
Western, scalded, poor to medium	11@ 13

Other Poultry—

Old cocks, dry-picked	11@ 11
Old cocks, scalded	11@ 11
Ducks, spring, L. I. and Eastern	20
Squabs, prime white, 10 lbs. to doz.	44@ 50
per doz.	44@ 50
Squabs, prime white, 9 lbs. to dozen	25@ 30
per dozen	25@ 30
Squabs, prime white, 8 lbs. to dozen	27 1/2@ 33
per dozen	27 1/2@ 33
Squabs, prime white, 7 lbs. to doz.	22@ 25
per dozen	22@ 25
Squabs, prime white, 6@ 6 1/2 lbs. to doz.	11@ 15
Squabs, mixed, per dozen	11@ 15
Squabs, dark, per dozen	11@ 15
Squabs, culs, per dozen	5@ 6

FROZEN.

Turkeys—Hens, No. 1	17@ 18
Toms, No. 1	17@ 18
No. 2	11@ 12
Old toms, No. 1	16@ 16
Broilers—Milk-fed, dry-picked	25
Dry-picked, No. 1	25
Scalped, No. 1	18@ 20

Roasting Chickens—Milk-fed, dry-picked.

fancy	17@ 18
Solt-meated, fancy	15@ 16
Average, No. 1	14@ 14 1/2
Chickens—No. 2	10@ 12

Ducks—No. 1

No. 1	14@ 14 1/2
No. 2	11@ 12
Geese—No. 1	12@ 13
No. 2	8@ 9

LIVE POULTRY.

Spring chickens, per lb.	15@ 16
Fowls, per lb.	15@ 16
Roosters, young, per lb.	10@ 10
Roosters, old, per lb.	10@ 10
Turkeys, per lb.	14@ 14
Ducks, per lb.	12@ 12
Geese, Western, prime, per lb.	10@ 10
Geese, Southern and Southwestern, poor	8@ 8
Guinea fowl, per pair	6@ 6
Pigeons, per pair	5@ 5

FERTILIZER MARKETS.

BASIN, NEW YORK DELIVERY.

Bone meal, steamed, per ton	32.00@ 32.00
Bone meal, raw, per ton	20.00@ 20.00
Dried blood, West, high grade, fine	2.00@ 2.25
Nitrate of soda—spot	2.70@ 2.70
Bone black, discard, sugar house del. New York	15.00@ 16.00
Dried blood, N. Y., 12@ 13 per cent	2.25@ 2.25
ammonia	2.25@ 2.25
Tankage, 9 and 20 p. c. f. o. b. Chicago	2.70 and 10c
Tankage, 6 and 35 p. c. f. o. b. Chicago	15.00@ 15.00
Garbage tankage, f. o. b. New York	10.00@ 11.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate	3.15 and 10c
Wet, acidulated, 6 p. c. ammonia per 100 lbs.	@ 3.10
Sulphate ammonia gas, for shipment, per ton	2.05@ 2.05
Sulphate ammonia gas, per 100 lbs. spot	2.10@ 2.15
Sulphate ammonia bone, per 100 lbs. spot	2.05@ 2.05
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	5.40@ 7.75
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.	5.50@ 7.75
The same, dried	5.75@ 4.00

POTASHES, ACCORDING TO QUANTITY.

Kainit, shipment, per 2,240 lbs.	8.25@ 8.50
Kainit, ex-store, in bulk	8.60@ 10.45
Kieserit, future shipment	7.00@ 7.25
Muriate potash, 80 p. c., ex-store	1.95@ 2.05
Muriate potash, 80 p. c., future shipment	1.90@ 2.00
Double manure salt (46@ 49 p. c., less than 2 1/2 p. c. chloride) to arrive per lb. basis 40 p. c.	1.30@ 1.30@ 1.30@ 1.30
Ticky skins	12@ 12
Ticky kips	12@ 12
Heavy tacky kips	12@ 12
Sylvinit, 24 to 36 p. c., per unit, S.P.	30@ 40

LIVE STOCK REVIEWS

CHICAGO

(Special Letter to The National Provisioner from
Bewles Live Stock Commission Co.)

Union Stock Yards, May 22.

CATTLE—Receipts of cattle first three days this week 51,917, showing no material change from the same period last week. During the corresponding time in 1906 57,988 cattle were received. The shipments first three days this week increased 2,000 over a week ago. The daily arrivals were Monday 26,425, Tuesday 1,992, Wednesday, estimated, 23,500. The market at the opening of the week was strong to 10c. higher. Two loads of fancy Angus steers, average 1,567 lbs., sold Monday at \$6.40, and a load of prime 1,205 lb. yearlings brought \$6.30. The quality of the arrivals was not as good as a week ago and only a comparatively small number sold at \$6 and up. Exporters bought largely at \$5.40 @ \$5.65. Medium killing and shipping steers \$4.90 @ \$5.35. Plain light killers down to \$4.30. Tuesday's run of cattle was small and the market steady. Wednesday's receipts sold mostly at 10c. decline, although a few choice cattle sold steady. The top again reached \$6.40 for a small bunch average 1,348 lbs. The bulk of the good 1,250 lb. to 1,400 lb. shipping steers \$5.65 @ \$5.85, medium killers \$4.85 @ \$5.30. Cattle under \$4.75 were on the feeder order. Short pastures and a scarcity of hay that prevails in much of the corn belt is responsible for a good many cattle now being marketed that otherwise would be held in the country.

Butcher stock has been in rather small supply and everything has met with good inquiry at steady prices. Veal calves have advanced 25c. to 40c. this week. The big Chicago packers have notified the commission houses here and at the river markets that beginning on Monday of next week they propose to buy all the stock subject to slaughter house inspection. This proposition has met with general dissent on the part of sellers, who have made a vigorous protest and assign good reasons for their action. Eastern order buyers may find some bargains here next week.

Receipts of hogs first three days this week 85,467, being about 6,000 less than the same period last week, and about 3,000 less than the corresponding time a year ago. The market has fluctuated within a narrow range and prices to-day are without change from a week ago except on light grades averaging 140 to 195 lbs. These are 5c. to 10c. higher. The top to-day was \$6.62 1/2 for selected lightweights against \$6.55 a week ago. A sharp decline took place in the provision trade to-day and it is expected that packers will demand hogs at a lower range of prices during the balance of the week. The decline will be more noticeable in heavy hogs. Light weight hogs which are being cut for the fresh meat trade can be disposed of readily as the demand is good and sufficient to take care of a small supply of the lighter grades of hogs which are being put upon the market.

Receipts of sheep first three days this week 39,718, same as last week, and 14,000 less than same period a year ago, or 24,000 less than two years ago. Prices in this branch of the trade continue to hold at a high level. Two loads of prime Missouri fed shorn lambs sold to-day at \$7.77 1/2, averaging 87 lbs. The receipts from Colorado are the lag end of the season and are lacking in quality. \$8.65 was the top for woolled Colorado averaging 72 to 78 lbs; choice lots would have brought \$8.75. Wethers sold up to \$6.25 and ewes at \$6.10. Some heavy yearlings went at \$6.60. Choice shorn lambs sold freely at \$7.75, and the bulk went upward of \$7. Mixed sheep and yearlings of strong weight at \$6.60. Ewes sold at a wide range of \$5 @ \$6.10. Spring lambs went at \$7.50 @ \$9.50. The outlook in this branch of the trade favors continued high prices.

OMAHA

(Special Letter to The National Provisioner.)

U. S. Yards, South Omaha, May 21.

The heavy supply of cattle the fore part of last week was responsible for a sharp decline in prices, and although the market firmed up toward the close on lighter receipts, closing quotations for both beef steers and cow stuff were all of 10@15c. off. Both local dressed beef men and Eastern buyers are taking the fat hand-weight cattle freely, and well-finished heavy beesves also find a ready sale, but the plain heavy and common unfinished grades are badly neglected and unsatisfactory sellers most of the time. Medium and common cows have suffered from competition with Texas cattle, which are beginning to come freely at Southern markets. Good to choice 1,250 to 1,550-lb. beesves are quoted at \$5.30 @ \$5.80; fair to good 1,000 to 1,350-lb. beesves at \$4.90 @ \$5.25, and common to fair warmed-up and short-fed grades at \$4.00 @ \$4.80 and on down. The range on cow stuff is very wide, from \$2.00 to \$5.00, but the bulk of the decent butchers' stock is selling around \$3.75 @ \$4.40. Feeder values declined fully a quarter last week. It takes choice grades to bring better than \$4.75, and the bulk of the trading is around \$3.80 @ \$4.30. Cold weather is retarding pastures and feed of all kinds is high, so that the demand is rather slack.

Hog prices took a drop of 10@15c. last week, the decline being due primarily to the unusually liberal marketing. Packers all take a bearish view of the situation and figure that although the stocks are unusually low and the demand for fresh meat exceptionally good there are enough hogs in the country to warrant a lower level of prices. As a consequence, they are quick to take advantage of any increase in supplies. Light weights are bringing more of a premium than they were a week ago, and the range of prices is widening out somewhat. To-day there were 14,000 hogs here and the market was steady to stronger. Tops brought \$6.40, as against \$6.40 a week ago, and the bulk of the trading was at \$6.20 @ \$6.25, as against \$6.30 @ \$6.32 a week ago.

The sheep market has been rather dull and the trend of prices is lower. Choice wooled lambs and yearlings are in fair request, but heavy and shorn stuff is working lower right along and prices are all of 10@15c. off as compared with a week ago. Quotations on woolled killers: Good to choice lambs, \$8.30 @ \$8.60; fair to good lambs, \$7.25 @ \$8.30.

Quotations on shorn stock: Good to choice lambs, \$7.00 @ \$7.45; fair to good lambs, \$6.50 @ \$7.00; common to cull lambs, \$5.50 @ \$6.00; good to choice yearlings, light, \$6.35 @ \$6.65; good to choice yearlings, heavy, \$6.00 @ \$6.15; fair to good yearlings, \$5.65 @ \$5.90; good to choice wethers, \$5.75 @ \$6.10; fair to good wethers, \$5.50 @ \$5.75; good to choice ewes, \$5.60 @ \$5.75; fair to good ewes, \$4.75 @ \$5.60; culs, bucks and stags, \$3.25 @ \$4.25.

ST. JOSEPH

(Special Letter to The National Provisioner.)

South St. Joseph, May 21.

Cattle receipts at this point are running along in about the same volume as last week, but there is a sharp falling off in the total at leading market, that is resulting favorably to the trade. On to-day's market the proportion of steers was somewhat smaller and the showing of the stock correspondingly larger than it has been running. This may or may not be a temporary condition. Offerings of steers included some of the best quality seen here in the last month, a very good class of steers weighing about 1,600 pounds selling at \$5.95 and a fair showing of 1,300 to 1,500-lb. averages ranging at \$5.35 @ \$5.75, with fair to good light and medium weights at \$5.00 @ \$5.50. All steers selling at the above prices were fully steady to strong, and in fact

a shade higher than late last week. Below a 5c. style the demand is not quite so good and prices are not better than steady. Everything in the butcher line except medium heifers continues to find ready outlet at unchanged prices, but calves show a break of 50c. There is no change in the condition of the stocker and feeder trade, both supply and demand being limited.

As with the cattle trade, the supply of hogs is running much the same as last week in the total at leading points, but locally showing a sharp increase. Demand is quite good, provisions are ruling strong along with the grain markets, and prices for live hogs are gaining a little strength. To-day's market was strong to 5c. higher than on the previous day, with the bulk selling at \$6.32 1/2 @ \$6.42 1/2, and tops making \$6.47 1/2. There is much wider range than was prevailing recently in prices, and this may be expected to continue as a rule from now on, as quality is widening out and packers make a sharp difference between the well-finished and half-finished offerings.

Receipts of sheep and lambs continue moderate, and there is no particular change in prices, stock is beginning to come mostly shorn, and this makes a radical difference in quotations. Shorn lambs to-day sold at \$7.40 for the best, while a small bunch in the woolled sold at \$8.25. Other quotations show a corresponding difference.

KANSAS CITY

(Special Wire to The National Provisioner.)

Stock Yards, Kansas City, May 24.

CATTLE.—Receipts this week were 32,800; last week, 37,000; same week last year, 32,500. A slight advance was made first of the week on killing grades, but weakness last two days has dissipated most of the gain. Calves are a quarter higher; stockers and feeders steady and quiet; top beef steers, \$6.10; bulk, \$5 @ \$5.70; heifers, \$4 @ \$5.30; cows, \$3.50 @ \$4.75; cannery, \$2.25 @ \$3.25; bulls, \$3.25 @ \$4.00; veals, \$4.25 @ \$6; quarantines, moderate supply, medium quality fed steers, \$4.40 @ \$4.50; grass steers, \$3.10 @ \$4.30; grass cows, \$2.60 @ \$3.75.

HOGS.—Receipts this week were 92,000; last week, 87,400; same week last year, 70,900. Hog marketing last two weeks largest since drought period in 1901; high corn main incentive to liberal receipts; markets active and prices steady with week ago; packers apparently glad to get large supplies; most competition for weights below 240, which sell \$6.30 @ \$6.37; from 250 pounds upward, \$6.20 @ \$6.35.

SHEEP.—Receipts this week were 22,500; last week, 24,900; same week last year, 23,300. Advance of 15 @ 20c. on all classes made this week; desirable stuff scarce; woolled stock in small supply; lambs, \$8.60; ewes, \$6.80; clipped lambs around \$7.50; ewes, \$5.60; wethers, \$6; medium and common grades, 50c. @ \$1 below these quotations; Texas muttons, \$5.40 @ \$6; goats plentiful at \$4 @ \$4.25.

HIDES strong; green salted, 7 @ 9c.; bulls, and stags, 7c.; glue, 6c.; horsehides, \$3 @ \$4; dry flint butcher, 18 @ 20c.; glue, 12c.

Packers' purchases for the week were:

	Cattle.	Hogs.	Sheep.
A. D. B. & P. Co.	318		
Armour	3,645	26,132	4,114
Cudahy	3,047	16,624	1,406
Fowler	999		1,259
Morris	3,082	12,848	1,708
Ruddy	469		
Schwarzchild	5,315	12,613	2,986
Swift	4,572	19,658	5,672

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SPECIALTIES—Packinghouse and Allied Industries, Food and Manufacturing Processes

May 25, 1907.

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO MAY 13, 1907.

	Beeves.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	3,535	—	5,729	8,871	13,914
Sixtieth Street	1,194	49	8,713	4,283	—
Fortieth Street	—	—	—	—	10,485
Lehigh Valley	6,233	—	—	9,943	—
Weehawken	1,589	—	—	153	—
Scattering	—	62	81	49	4,050
Totals	12,571	102	14,523	23,099	34,449
Totals last week	13,818	87	11,545	40,108	33,971

WEEKLY EXPORTS.

	Live cattle.	Live sheep.	Qrs. of beef.
Schwarzschild & S., Cevic	465	—	—
Schwarzschild & S., St. Andrew	275	—	—
Schwarzschild & S., Minnehaha	451	—	2,100
Schwarzschild & S., St. Louis	—	—	1,400
J. Shamborg & Son, Cevic	450	—	—
J. Shamborg & Son, St. Andrew	425	—	—
J. Shamborg & Son, Minnehaha	450	—	—
J. Shamborg & Son, Idaho	100	—	—
J. Shamborg & Son, Benedict	100	—	—
Morris Beef Co., Cevic	—	—	4,000
Morris Beef Co., Majestic	—	—	1,200
Swift Beef Co., Majestic	—	—	1,700
Armour & Co., St. Louis	—	—	2,300
Miscellaneous, Bermudian	76	183	—
Total exports	2,792	183	12,750
Total exports last week	1,886	590	16,050

MEAT AND STOCK EXPORTS

WEEKLY REPORT TO MAY 13, 1907.

	Live cattle.	Live sheep.	Qrs. of beef.
Exports from:			
Boston	1,065	—	7,350
Baltimore	772	749	1,138
Philadelphia	539	—	800
Portland	809	1,001	—
Montreal	3,455	—	—
Exports to:			
London	8,252	—	9,950
Liverpool	4,838	1,750	12,058
Glasgow	824	—	—
Bristol	642	—	—
Antwerp	200	—	—
Hull	100	—	—
Para, Brazil	100	—	—
Bermuda and West Indies	76	183	—
Totals to all ports	10,082	1,963	22,038

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centres for the week ending April 18:

CATTLE.

Chicago	34,782
Omaha	17,474
Kansas City	24,136
St. Joseph	10,150
Cudahy	450
Sioux City	4,015
New York and Jersey City	9,881
Fort Worth	9,912

HOGS.

Chicago	128,061
Omaha	57,578
Kansas City	104,713
St. Joseph	44,960
Cudahy	12,011
Sioux City	28,320
Ottumwa	12,924
Cedar Rapids	12,149
Bloomington	2,181
New York and Jersey City	34,449
Fort Worth	12,493

SHEEP.

Chicago	41,250
Omaha	18,496
Kansas City	21,580
St. Joseph	11,133
Cudahy	273
Sioux City	873
New York and Jersey City	22,916
Fort Worth	2,542

RECEIPTS AT CENTERS

SATURDAY, MAY 18, 1907.

	Cattle.	Hogs.	Sheep.
Chicago	300	11,000	2,500
Kansas City	1,000	7,000	500
South Omaha	200	8,000	5,000

MONDAY, MAY 20, 1907.

Chicago	25,000	42,000	18,000
Kansas City	8,000	9,000	8,000
South Omaha	5,000	13,500	4,000

TUESDAY, MAY 21, 1907.

Chicago	2,000	13,000	10,000
Kansas City	9,000	17,000	6,000
South Omaha	5,000	13,500	4,000

WEDNESDAY, MAY 22, 1907.

Chicago	24,000	28,000	12,000
Kansas City	7,000	22,000	7,000
South Omaha	8,000	14,000	5,000

THURSDAY, MAY 23, 1907.

Chicago	5,500	24,000	10,000
Kansas City	3,000	17,000	4,000
South Omaha	6,000	15,000	1,000

FRIDAY, MAY 24, 1907.

Chicago	2,000	25,000	5,000
Kansas City	2,000	12,000	4,000
Omaha	1,500	1,000	1,000

GENERAL MARKETS

LARD IN NEW YORK.

Western steam, \$9.20 @ \$9.25; city steam, \$9; refined, Continent, tcs., \$9.65; do, South America, tcs., \$10.65; kegs, at \$11.65; compound, \$8.75.

HOG MARKETS, MAY 24.

CHICAGO.—Receipts, 25,000; 5@10c. lower; \$5.95@\$6.47½.

KANSAS CITY.—Receipts, 14,000; 5@10c. lower; \$6.15@6.37½.

OMAHA.—Receipts, 10,000; 5@10c. lower; \$5.95@6.20.

ST. LOUIS.—Lower; \$5.85@6.40.

INDIANAPOLIS.—Receipts, 6,000; lower; \$6.30@6.50.

EAST BUFFALO.—Receipts, 6,800; 5@10c. lower; \$6.75@\$6.80.

CLEVELAND.—Receipts, 25 cars; 5c. lower; \$6.45@\$6.55.

FRIDAY'S CLOSINGS.

Provisions.

Estimated Chicago stock, 24,500 bbls. contract pork (23,815 bbls. May 1), 32,500 tcs. contract lard (25,101 tcs. May 1), 12,500,000 lbs. ribs (12,427,680 lbs. May 1). The products markets went down to-day further, on the fairly liberal marketing of hogs and lower prices by 5@10c. for them.

Cottonseed Oil.

Linseed has further declined in London, making 1s. 3d. to 2s. lower prices for the week. The cotton oil market in New York is still influenced by small supplies and the poor prospects of the new cotton crop. The early "call" market was a little slack; prime yellow, May at 55½@57c.; July at 55½@57c.; September at 55½@56½c.; October at 52½@53½c.; November at 45½@46½c.; December at 42½@43c. Immediately after the "call" rather weaker; October at 52½@53½c.; November at 45½@45½c.; sales 100 bbls. at 45½c.; December at 42½@42½c.; sales 200 bbls. at 42½c.; September at 56c. asked.

Tallow.

The weekly contract deliveries of New York city hds. were made at 6½c. The market stands firm at 6½c. bid and 6½c. asked. No sales since those noted in our review at 6½c.

Oleo Stearine.

Offered at 10c. in New York and bidding lower than that. A few cars sold at Missouri river points at 10½c. Chicago is asking 10½c.

LIVERPOOL.

Liverpool, May 24.—Beef, extra India mess, 93s. 9d.; pork, prime mess, Western, 82s. 6d.; shoulders, 42s.; hams, short clear, 59s.; bacon, Cumberland cut, 53s. 6d.; do, short ribs, 55s. 6d.; long clear, 28@34 lbs., 53s.; do, 35@40 lbs., 52s.; backs, 51s.; bellies, 52s. Tallow, 32s. 6d. Turpentine, 50s. 9d. Rosin, common, 11s. 4½d. Lard, spot, prime, Western, tierces, 46s. 3d.; American refined, pails, 46s. 6d. Cheese, white, Canadian, new

60s., old 66s.; do, colored, 62s. for new and 68s. for old. Lard (Hamburg), American steam, 50 kilos, 45½ marks. Tallow, Australian (London), 34s. 9d. Cottonseed oil refined (Hull), 34s. 6d. Linseed (London), La Plata, May and June, 43s. Calcutta, May and June, 45s. 3d. Linseed oil (London), 25s. 4½d. Petroleum, refined (London), 6 7-16d.

OLEO AND NEUTRAL LARD.

Our market for oleo oil during the week under review has been very quiet, but prices are unchanged from those of last week.

The season in Europe is from ten days to two weeks behind hand and the production of natural butter has not yet reached its normal proportions.

Neutral lard is very quiet and little business doing, buyers unwilling to pay prices asked from this side.

Cottonseed oil very strong; prices steadily advancing; very little good oil to be had and nothing at all of the better grades. The demand is very heavy and far in excess of the supply.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 23.—Latest quotations are as follows: 74 per cent. caustic soda, \$1.85 basis 60 per cent.; 76 per cent. caustic soda, \$1.90 to 2c. basis 60 per cent.; 60 per cent. caustic soda, 2c. per lb.; 98 per cent. granulated caustic soda in bbls., 3c. per lb.; 58 per cent. pure alkali, 90c. to 1c. basis 48 per cent.; 48 per cent. carbonate of soda ash, \$1.10 per 100 lbs.; borax at 8c. per lb.; talc at 1% to 1½c. lb.; silicate soda, 80c. per 100 lbs.; silex, \$15 to \$20 per ton of 2,000 lbs.; marble flour, \$8 to \$10 per ton of 2,000 lbs.; chloride of lime in casks, \$1.40 per 100 lbs., bbls. 2c. lb.; carbonate of potash, 5 to 5½c. per lb., according to test; electrolytic caustic potash, 88 to 92 per cent., at 6 to 6½c. per lb.; palm oil in casks, 6½ to 7c. per lb., and barrels, 7½c. per lb.; green olive oil, 75c., and yellow, 85 to 90c. per gal.; saponified red oil, 6½ to 7c. per lb.; Ceylon cocoanut oil, 9½ to 9½c. per lb.; Cochin cocoanut oil, 10½ to 10¾c. per lb.; cottonseed oil, 57c. per gal.; corn oil, 5.80c. per lb.; prime city tallow in hds., 6¾c. per lb.; edible tallow, 7½c. per lb.; house grease, 5½ to 6c. per lb.; yellow packers' grease, 5½ to 6c. per lb.; brown grease, 5½ to 5½c. per lb.; light bone grease, 5% to 6c. per lb.

VOLCANIC FERTILIZERS.

That there is a silver lining to every cloud, Dr. Stoklasa, professor at the Technical High School at Prague, again proves in the results of his tests in connection with the late eruption of Mount Vesuvius. In fact, according to his calculations, the crater has thrown out upward of fifty milliard kilos of volcanic mud, sand, lava, ashes, etc., upon the surrounding ground. These, he estimates, contain an average of at least 0.1 per cent nitrogen in the form of ammonia. The mountain has consequently produced about fifty million kilos of fertilizer, representing more ammonia and nitrous acid than is used in the whole of England.

He has found, besides, enormous deposits of potassium phosphate and other fertilizers readily assimilated by the vegetable kingdom. The vapors constantly rising from the mouth of Vesuvius already contain much plant food; in fact, the surroundings of volcanoes are always highly fertile, and have no need whatever of artificial fertilizers. Dr. Stoklasa has shown that ammonia is always rising from the crater as white smoke.

Retail Section

SAUSAGE TRADE SHOULD WAKE UP.

The sausage makers and butchers of New York State do not seem to have awakened to the danger of the bill which has been introduced into the State Legislature forbidding the use of cereals in sausages. The bill is in great danger of passing and if it does will work an unnecessary and very costly hardship upon the trade in this state. The bill is now before the Assembly "Committee on Codes." It was introduced by Mr. Glynn and is Assembly Bill No. 2565. Attention to the danger of this bill has been called in these columns in a previous issue, but it seems to be necessary to do so again. Under the provisions of the proposed law no cereals or any substance whatever except salt, sugar and saltpetre or spices and herbs may be used in connection with the meat for the purpose of making sausages. Cereals are specifically forbidden.

The trade, of course, knows that cereals are neither an adulterant nor a substitution, but are a necessary ingredient of some forms of sausage and a very strong protest should be made against the passage of this law.

In view of the fact that very few legislators know anything of the methods or reasons for packinghouse operations and because of their general prejudice against the meat interests, there is all the more danger of such a bill becoming a law. Every sausage maker and butcher in the state should write to his senator and assemblyman urging him to vote against this bill and he should also write to the Assembly "Committee on Codes" requesting it to not report the bill favorably. If this action is not taken the trade should not find fault if the bill becomes a law.

Retail butchers can get the most reliable help through the "Wanted" page of The National Provisioner. Good men are snapped up quick. Watch page 64.

DANGEROUS BILLS IN LEGISLATURE

Senator Agnew of New York State has introduced a bill in the legislature which, if passed, will do away with the present bonding system for game and make it possible only to store fish out of season. It would cause all dealers in game, whether wholesale or retail, to be subject to a large fine if any game is found in their places out of season. Butchers and game dealers generally should immediately write to their senators and assemblymen opposing this bill. It is as follows:

AN ACT

To Amend the Forest, Fish and Game Law
Relative to the Close Season.

The People of the State of New York, represented in Senate and Assembly, do enact as follows:

Section 1. Section one hundred and forty-one of chapter twenty, of the laws of nineteen hundred, entitled "An act for the protection of the forests, fish and game of the State, constituting chapter thirty-one of the general laws" as amended by chapter one hundred and ninety-four of the laws of nineteen hundred and two, is hereby amended to read as follows:

Sec. 141. Whenever in this act the possession of fish or game, or the flesh of any animal, bird or fish, is prohibited, reference is had equally to such fish, game or flesh coming from without the State as to that taken within the State, provided, nevertheless, that if there be any open season therefor, any dealer therein, if he has given bond herein provided for, may hold during the close season such part of his stock of fish as he has on hand undisposed of at the opening of such close season. Said bond shall be to the people of the State, conditioned that such dealer will not during the close season, ensuing, sell, use, give away or otherwise dispose of any fish, [game, or the flesh of any animal, bird or fish] which he is prohibited to possess during the close season by this section; that he will not in any way during the time said bond is in force, violate any provision of the forest, fish and game law; the bond may also contain such other provisions as to the inspection of the fish [and game] possessed as the commission shall require, and shall be subject to the approval of the commission as to the amount and form thereof, and the sufficiency of sureties. But no presumption that [the possession of fish or game or the flesh of any animal, bird or] fish is lawfully possessed under the provisions of this section shall arise until it affirmatively appears that the provisions thereof have been complied with.

Sec. 2. This act shall take effect from and after the first day of November, in the year nineteen hundred and seven.

Another bill introduced by Mr. Cobb in the Assembly and which is aimed at the game business is as follows:

Senate Bill No. 1007, introduced by Mr. Cobb.

AN ACT

To Amend the Forest, Fish and Game Law,
Relative to the Close Season for Plover
and Other Birds.

The People of the State of New York, represented in Senate and Assembly, do enact as follows:

Section 1. Section thirty of section twenty of the laws of nineteen hundred, as amended by section one of chapter five hundred and eighty-eight of the laws of nineteen hundred and four, is hereby amended to read as follows:

Sec. 30. Wilson (called English snipe) yellow legs, rail, mud hen, gallinule, surfbirds, curlew, water chicken, jacksnipe, baysnipe, plover, native to the United States and Canada, or shore birds, shall not be taken or possessed from January first to September fifteenth, both inclusive, except in the counties of Erie, Niagara, Orleans, Genesee, Wyoming, Chautauqua, Cattaraugus and Allegheny, wherein they shall not be taken or possessed from December sixteenth to September thirtieth, both inclusive. [Plover shall not be taken or possessed from January first to August fifteenth, both inclusive.]

Sec. 2. This act shall take effect immediately.

BUTCHER TICKLED A CUSTOMER.

It is not often that a butcher is arrested for tickling a customer, though a great many customers are so hard to please that the average butcher would not be surprised at anything that happened to him. But it is recorded that a butcher was arrested out in Chicago last week and fined \$100 and costs for tickling a customer. It was not the right kind of tickling that the offending meat man did, however. Instead of endeavoring to supply meat to suit, he wickedly seized a 17-year-old girl who entered his shop and tickled her under the arms until she fainted. In this unlawful amusement he was aided by his brother and a friend. All were arrested and heavily fined for the little joke.

JERSEY CITY STOCK YARD COMPANY

Foot of 6th Street

JERSEY CITY, N. J.

**ABATTOIR SPACE TO LET
FOR THE SLAUGHTER OF SHEEP, LAMBS AND CALVES**

Under United States Government Inspection

REFRIGERATION and care of House furnished by the Company

DIRECT connection by overhead tracks from Abattoir with cars on Penna. R. R. adjoining.

Any wholesale Butcher or Packer desiring to enter the **New York Market** will find our location and facilities unexcelled as this is **THE SPRING LAMB MARKET** for New York.

LOCAL AND PERSONAL.

H. Markle has sold his butcher shop at Benwood, W. Va., to F. Huszor & Company. H. Howie has sold his meat market at Wilimantic, Conn., to Trudeau & Laramie.

The Samuel Hopper Company, of White Plains, N. Y., has been incorporated with \$25,000 capital stock to deal in groceries and provisions by G. L. Lyon, A. L. H. Smith, G. H. Lyon and others.

Chas. E. Temple, a butcher of Shrewsbury, Mass., has filed a petition in bankruptcy giving his liabilities at \$1,671 and assets at \$412.

Weeks & Drew have opened a new meat market at White Plains, N. Y.

The butcher shop of F. Happel at Summit, Md., has been destroyed by fire.

Martin C. Spreitzer, a butcher of White Plains, N. Y., has filed a voluntary petition in bankruptcy giving liabilities at \$8,688 with no assets.

Fire has destroyed the meat market of J. Othler at Grant City, Mo.

J. F. Bauscher has engaged in the meat business at Reading, Pa.

William Myers has opened a new meat market at Ft. Wayne, Ind.

The Utz Meat Company has purchased the meat market of Joseph Heiss at Oshkosh, Wis.

A petition in bankruptcy has been filed against Henning & Company, wholesalers dealers in meats at 242 Washington Market.

Wilson & Frede have purchased the meat business of Barnes & Watts at Hamburg, Ia. Jones & McCarthy have opened a new butcher shop at Indianola, Neb.

F. H. Gabriel has opened a new meat market at Exeter, Neb.

Jos. Horkey has recently engaged in the meat business at Farwell, Neb.

L. T. Stephens has succeeded to the meat business of Stephens & Dunn, at Jenks, I. T. George Phelps has sold his butcher shop at Ohiowa, Neb., to R. L. Clemons.

Mr. Paxman has succeeded to the meat business of Paxman & McMullin at Craig, Col.

S. B. Scott has sold his meat market at Sallisaw, I. T., to J. M. Caldwell.

M. L. Price has purchased the meat business of Edw. S. Hale at Iola, Kas.

Hemphill & Company have sold their meat business at Sioux, Ia., to Anderberg & Company.

C. F. Krall has sold his meat market at Alliance, Neb., to Dorby Ulyckoff.

Walker Bros. have succeeded to the meat market of Walker & Son at Grand Island, Neb.

John Pickerell has sold his butcher shop at Wauneta, Neb., to T. R. Norris.

Heller Bros. have sold out their meat business at Puyallup, Wash., to Leek Bros.

Wm. Douglas has purchased the meat business of J. F. King at Friday Harbor, Wash.

McCarthy & Bryant have purchased the meat market of Frank Hamberger at Butte, Mont.

Henry Bacon has opened a new butcher shop at Moore, Mont.

Geo. Griffiths has engaged in the meat business at Butte, Mont.

R. W. Johnson has succeeded to the meat business of Johnson & Vosburg at La Junta, Col.

J. H. Kucera has succeeded to the meat business of Wondra & Kucera at Leigh, Neb.

Chris. Larson has sold his meat business at Minden, Neb., to M. Sandahl.

Chas. Johnson has purchased the meat business of M. M. Dawson at Omaha, Neb.

Bowen & Scoville have sold their meat business at Montezuma, Ia., to F. B. Broyles.

J. B. Moore has sold his meat market at Kansas City, Mo., to Jos. Lightner.

A. F. Henry has purchased the meat business of H. E. Shepard at Mt. Washington, Mo.

Wm. Zaun has purchased the butcher shop of A. M. Flowers at St. Joseph, Mo.

J. P. Zeighler has sold out his meat business at Longview, Tex., to R. F. Echols.

H. H. Patman has sold out his meat business at Idabel, I. T., to Ealer & Patton.

N. Woodward has purchased the meat market of S. F. Miller at Kansas City, Kas.

Edw. E. Case has purchased the butcher shop of W. S. Fritts at Winona, Kas.

S. A. Leeper has purchased the meat business of Clark Leeper at Joplin, Mo.

W. A. Duse has purchased the meat market of A. B. Crain & Company at Stewartsville, Mo.

Spencer & Foote have sold their meat business at Fairfield, Neb., to D. E. Crail & Company.

Straton Brothers have opened a new butcher shop at Waverly, Kas.

SLAUGHTER HOUSES NOT NECESSARILY NUISANCES.

In a suit brought to restrain Hailbach Brothers from building a slaughter house and stock yards at Erie, Pa., the court has decided that:

A slaughter house is not a nuisance per se, but may be so located or operated as to become such in fact.

Defendants' proposed slaughter house will not be per se a nuisance; whether it becomes such will, if properly constructed, depend upon the manner of its operation.

Under such circumstances it is within the power of the court to direct the manner of construction and operation.

Whenever a slaughter house becomes an actual nuisance it is the duty of a court of equity to restrain it from further operation, if necessary to prevent same.

That the construction and operation of a slaughter house may depreciate the value of neighboring property will not justify a court in restraining it. There are many lawful structures and kinds of business that depreciate other property.

Whatever is a substantial interference with the comfort of people residing in a neighborhood should be enjoined as a nuisance, although it may not affect public health. Should the new slaughter house become such, its operation will then be restrained.

A modern abattoir or slaughter house located as is this back from the street and in a vacant square, is not of itself a prima facie nuisance.

A decree should be entered so modifying the injunction in above case as to permit defendants to construct and operate said proposed slaughter house, provided that before such operation the entire main room be provided with a cement floor, and also that the brick walls be wainscoted with cement at least three feet high; that sewer be changed so as to drop at least quarter of an inch in each foot; that all pens and stables be covered and properly ventilated and have

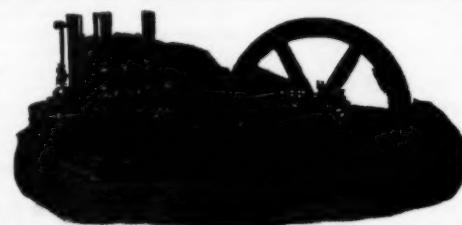
cement floors, that driveways be paved with cement or asphalt; that a tight board fence at least seven feet high be built on the north and west sides; that all stock be promptly removed from cars, and suitably fed and cared for; that no live calves be kept on premises between 9 p. m. and 6 a. m.; that all blood and offal be removed daily in metal wagons, and that the entire establishment be thoroughly cleaned each day.

ABATTOIR AT GALVESTON.

The prospects now for the establishment of a modern abattoir or slaughterhouse on Galveston Island, Texas, seem better than ever, Mr. Gruebler, treasurer of the John Finnigan Company of Houston, held a conference with the three local butchers at Galveston who were appointed to draw up an agreement and secure the signatures of the local butchers. A. P. Norman, who has co-operated very efficiently in bringing about an agreement between the butchers and the representatives of the Finnigan Company, stated that the conference held was a harmonious one and that the prospects are that now an agreement will be drawn up that will be suitable alike to the butchers and the company which builds the abattoir. Mr. Norman stated that it had been agreed upon to fit the abattoir with cooling rooms, but the size of the cooling rooms and the numbers of butchers who would be allowed to patronize the slaughter house had not been definitely fixed yet. He said, however, that the agreement seemed a very fair one and one that he thought the butchers will readily sign when it is presented to them.

CONSUMPTION OF SALT IN GERMANY.

Consul-General Richard Guenther, at Frankfort, reports that for food purposes 466,296 metric tons of salt are annually consumed in Germany, and for other purposes 649,968 tons, a total of 1,116,264 tons, of which 1,103,630 tons are produced in Germany. The consumption of salt per capita is 17.38 pounds for food purposes and 41.58 pounds for all purposes. This amount has been almost stationary for the last thirty years.

**The Linde Machine for Ice and Refrigeration**

Standard of Quality for 25 Years.
Best advertised by the number of its pleased users.

5500 Throughout the World.

May be operated from any power.

Correspondence solicited.

The Fred W. Wolf Co.

Rooms, Hathorn and Dayton Sts.

Chicago

ATLANTA.

FORT WORTH.

KANSAS CITY.

SEATTLE.

HEARN West Fourteenth St., New York.

**NO MEATS
GROCERIES
LIQUORS BUT EVERYTHING
IN DRY GOODS.**

GREATER NEW YORK NEWS

Swift & Company's sales of fresh beef in New York City for the week ending May 18 averaged 8.05 cents per pound.

The United Master Butchers of Greater New York will have an excursion to Bellwood Park, N. J., on Sunday, June 23. Tickets will be \$1 each, including railroad fare and refreshments.

The New York Department of Public Charities will sell at public auction on the grounds of the Kings County Hospital, Clarkson street, Brooklyn, on Monday, May 27, at 11 A. M., about 105,000 pounds of bones and 19,000 pounds of grease.

The third annual family outing of the Harry Schrieber Association of West Side Butchers will take place at Duer's Bay View Park and Pavilion at College Point, Long Island, Sunday, June 16. Tickets, admitting gentleman and lady and including refreshments will be \$1.00 extra ladies' tickets will be 25 cents. Dancing will commence at 3 P. M., and music will be furnished by Duer's College Point orchestra. To get to the park from Manhattan take Flushing car from Long Island City (East 34th Street Ferry), the Long Island Railroad from foot of East 34th street, or the boat from the foot of East 90th street to College Point.

SIMON HAUSER DEAD.

Simon Hauser, head of the firm of S. Hauser & Son, wholesale butchers, is dead at his home, 222 Frelinghuysen avenue, Newark, N. J., at the age of 62. He leaves a widow, five sons, and three daughters.

NEW YORK MEAT SEIZURES.

Following is a report of the number of pounds of meat, poultry, game and fish seized and destroyed in the city of New York during the week ending May 18, 1907:

Meat.—Manhattan, 44,021 lbs.; Brooklyn, 4,244 lbs.; Queens, 22 lbs.; total, 48,287 lbs. Poultry and game.—Manhattan, 8,525 lbs.; Brooklyn, 1,481 lbs.; Bronx, 100 lbs.; total, 10,106 lbs. Fish.—Manhattan, 2,675 lbs.; Brooklyn, 150 lbs.; total, 2,825 lbs.

AGREE TO CLOSE.

The following butchers at Paterson, N. J., have signed an agreement to close their stores every Wednesday at 12:30 o'clock noon during the months of July, August and September, excepting weeks containing legal holidays: J. W. Hennion, Dilger Brothers, Charles A. Palmer, Charles White, Koch Meat Company, Roth & Co., John H. Maus and Pierce's market.

AFTER POULTRY DEALERS.

One hundred butchers in the Bronx held a meeting in Brook avenue last week to protest against a "chicken trust." The Jewish holidays have been used, the butchers say, as a lever to advance the price of kosher-killed poultry. A committee will appeal to the public to abstain from eating poultry until the matter of prices is decided. It is expected that the Harlem Kosher Butchers' Association will join with the Bronx butchers.

EDWIN SPARKS DEAD.

Edwin Sparks, for many years a well-known resident of the Stuyvesant section of Brooklyn, was buried yesterday afternoon, services being held in the Protestant Episcopal Church of the Good Shepard, of which he was an old member. Mr. Sparks was a wholesale meat dealer of Washington Market, Manhattan. He was born in Sussex County, England, October 19, 1842, and he had been a dweller in Brooklyn for more than thirty years. He was a member of Commonwealth Lodge of Free Masons. He is survived by his widow. Mr. Sparks' death, which occurred Saturday, was caused by a complication of ailments, after a brief illness.

FILTHY CONDITIONS IN JERSEY.

Inspector of Food and Drugs Hugh Gallagher and Health Inspector Fred Herring, of the Jersey City Board of Health, are busy, endeavoring to force the new health ordinance, which provides a penalty against any person who exposes meat, fish or poultry upon the public streets or in any store which is not protected from the dust and filth of the street by closed windows and doors.

The health inspectors visited more than seventy stores which violate the ordinance, and also warned more than fifty peddlers who sell fish from open wagons on Fridays. The peddlers were warned that in future they must

provide closed wagons for fish, if they continue to sell it.

The inspectors first visited Steuben and Morris streets and Essex and Morris streets, where the Polish and Jewish populations live, and made the men who have been accustomed to dump large loads of fish upon the sidewalks, and dispose of them in early morning hours to the housewives, cease business.

They then visited the kosher butchers and inspected the killing of chickens. The result was that Inspector Gallagher advised the revocation of more than a dozen licenses to kill chickens. He found that the butchers were killing the chickens and plucking them in the butcher shops, in close proximity to the meat that was exposed, and that chicken feathers and thousands of lice, which were on the poultry, fell upon the meat and ruined it.

This condition was also found in the Italian section.

COLD AIR AT WALLABOUT.

Controller Metz was called upon Tuesday by a delegation from the Wallabout Market Men's Association, who made an urgent appeal for immediate and favorable action on the application of the Kings County Refrigerating Company for a franchise to lay pipes through the market to supply cold air. With the nearness of the warm weather, and with no means of preserving the foodstuffs in the market, the delegation impressed Mr. Metz with the many difficulties which would beset them if the Board of Estimate did not take action before the summer set in.

The delegation, which was headed by George Dressler, included N. E. Drake, J. Edward Keveney, Mr. Faber, J. E. Phelan, Ethan Allen Doty, Charles Smith, George A. Tritt, Joseph Walsh, Charles J. Hackett. Mr. Dressler acted as the spokesman. In his opening remarks he reviewed the efforts which have been made for the past four years to secure a supply of cold air for the market. The original application for the franchise was filed with the Board of Aldermen, where it was held up. Later on, when the franchise powers were taken away from the aldermen, the application was made to the Board of Estimate.

Harry P. Nichols, the engineer in charge of the Bureau of Franchises, proposed such onerous conditions that the company found it a financial impossibility to accept them. Then through the efforts of Mr. Metz the application was changed for a revocable permit. This proved satisfactory to the company, and

UOFM

May 25, 1907.

all the necessary legal formalities were complied with. The permit was sent to Corporation Counsel Ellison for approval.

Last Saturday Mr. Ellison handed down an opinion stating that the authority granted under the permit really conferred a franchise upon the company and that in the form as presented it was impossible for him to approve of the permit. It was to overcome the delay which would necessarily ensue by the decision of Mr. Ellison that the delegation called upon Mr. Metz.

Mr. Dressler explained to the controller that Wallabout was the only market in the city which was not supplied with a refrigerating plant. It worked a great hardship on the men in the market, he said, and also made it necessary for them to raise the price of foodstuffs in order to obtain a reasonable profit.

Controller Metz replied that of all the markets, Wallabout deserved the most consideration. Its revenues to the city were greater than those of any other market, and, in spite of that fact, it has received the least number of improvements. He indicated that he was very anxious to help them.

Mr. Nichols, the engineer of the franchise bureau, was summoned, and the delegation and Mr. Metz went over the entire situation with him. He agreed that the permit could be changed to cover the form of a franchise. In discussing the terms of the franchise it was decided tentatively to charge 5 per cent. on the gross receipts as compensation for the franchise. An understanding was reached that it is to extend first, for a term of 15 years, with the privilege of renewing it for an additional ten years. The operation of the company is simply to be confined to supplying the market with cold air. Controller Metz declared that it was unreasonable to place the compensation at a prohibitive figure, because the refrigerating plant would prove a benefit to the market and that the city would receive compensation in the shape of increased rentals.

The franchise bureau, the delegation was assured, would facilitate the arranging of the details of the franchise as quickly as possible, and favorable action is expected by the Board of Estimate before the warm weather begins.

Action was taken at the meeting of the Board of Aldermen, Tuesday, on the resolution appropriating \$23,000 to cover the cost of a public comfort station in the market.

MEAT DEALERS FAIL.

A petition in bankruptcy has been filed against Henning & Co. (corporation), wholesale dealers in meats at 242 Washington Market, by these creditors: Cunningham Brothers, \$2,113, for meats; Samuel E. Hunter, \$400, for vegetables, and Knauer & Jockers, \$24, wheelwright. It is alleged that the corporation is insolvent and has admitted in writing its inability to pay its debts. The business was established in 1825 by the grandfather of Joseph L. Henning, president.

**SEE PAGE 64
FOR BARGAINS**

MORTGAGES, BILLS OF SALE

Butcher, Fish and Oyster Fixtures

The following Chattel Mortgages and Bills of Sale have been Recorded

MANHATTAN MORTGAGES.

Andre, E., 708-8 Amsterdam Ave.; Dumrauf & Wicke.
Bereofsky, M., 442 E. 75th; H. Brand.
Bernstein, S., 358 E. 8th; H. Brand.
Bonelli, C. & L., 28 Thompson; F. Lesser.
Bazam, L., 54 Carmine; H. Brand.
Barth, J., 63 E. 114th; H. Brand.
Cheiffez, J., 80 Munroe; H. Brand.
Dicarlo, A., 228 E. 107th; H. Brand.
Feller, R., 325 E. 3d; F. Lesser.
Finkelstein, I., 202 Henry; H. Brand.
Finkelstein, I., 203 Division; H. Brand.
Hickroth, A., 2411 2d Ave.; F. Lesser.
Kessler, A., 330 E. 49th; B. Bressman & Co.
Luchese, J., 322 Delancey; United D. B. Co.
Levine, M., 72 E. 4th; H. Brand.
Muzella, G., 113 W. Houston; H. Brand.
Massulo & Vito, 327 E. 108th; United D. B. Co.

Millman, D., 424 E. 70th; H. Brand.
Pitzer & Ring, 61 Montgomery; H. Brand.
Reksom & Tabachar, 84 Ludlow; F. Lesser.
Rosen, B., 209 Chrystie; H. Brand.
Stromberg, D., 209 E. 108th; J. Levy Co.
Shapiro, C., 234 E. 63d; United D. B. Co.
Spiegelman, M., 1540 Park Ave.; United D. B. Co.
Stein, S., 56th St. and 6th Ave.; I. Levy.
Schnernitsky, S., 77 Henry; H. Brand.
Seomesdorf, J., 180 Chrystie; H. Brand.
Trestman, S., 634 E. 11th; F. Lesser.
Teapani, T., 205 Mott; J. M. De Castro.
Todale, M., 265 Bleeker; F. Lesser.
Wolfsohn, N., 628 E. 5th; H. Brand.
Wittenberg, S., 173 E. 109th; H. Brand.

BROOKLYN MORTGAGES.

Jankelevich, Sam., 2190 Pitkin Ave.; Herman Brand.
Secio, Luigi, 45 Havemeyer; Levy Bros.

Grocer, Delicatessen, Hotel and Restaurant Fixtures

The following Chattel Mortgages and Bills of Sale have been Recorded

MANHATTAN MORTGAGES.

Ahrens, M., 87 Horatio; F. Lamke.
Cohn, A., 2019 7th Ave.; B. Fleischer.
Goldman, A., 85 Stanton; D. Lite.
Hotel Cecil Co., 252-54 W. 70th; A. McDowell.
Hallfeld, F. & H., 2159 7th Ave.; C. F. Hallfeld.
M. Kroll, Son, Co., 46 Moore; Hebrew Nat. S. Co.
Krasnow, B., 259 E. 10th; H. Herzog.
Marcus, A., 1502 1st Ave.; Segal & Levitt.
Nudelman, S., 103 W. 102d; J. Fink.
Postal, H., 58-60 E. 106th; S. Eickhorn.
Wasserman, M., 29 Brook Ave.; J. Werner.
Kuentz, J., 30 Canal; I. Cohen.
Krahans & Cohen, 20 Fulton; A. Yancowitz.
Nofol & Hoych, 61 West; E. R. Biebler.
Pleck, C., 522 5th; S. Kraus.
Quattrucci, E., 188 Grand; E. R. Biebler.
Simon, M. & I., 206 Wooster; E. Simon.

MANHATTAN BILLS OF SALE.

Arman & Goebel, 91 Lenox Ave.; A. Gobel.
Hirschorn, H., 128 W. 19th; I. Hirschorn.
Selin, J., 529 Brook Ave.; M. Wasserman.
Tumosvary, E., 1489 2d Ave.; J. Reiner.

BROOKLYN MORTGAGES.

Dangel, Otto, 769 Franklin Ave.; Fred Seeman.

Friederich, Adolph G., 176 Newell; Diedrick F. Meyer.

Lipton, Laura M. and Oscar M., 170 Broadway, N. Y., and 257 E. 19th; Lillian B. Friedlander.

Sebecos, Peter, 225 Havemeyer; Geo. P. Thos. P. and Evangelus P. Sebecos.

BROOKLYN BILLS OF SALE.

Blitzer, Abraham, 296 South 3d; Philip Popelsky.

Besshino, Fillippo, 1414 Fulton; Crocifisso Beccino.

Biener, Felix, 286 Reid Ave.; Paul Fischer.

Frosch, Herman, 5516 5th Ave.; Katie Kirse.

Lindeman, Hans, 1415 Fulton; Fanny Goldberg.

Rabinowitz and Beckie Greenberg.

Shapiro, Annie, 42 Manhattan Ave.; Isidore & Rosie Krebs.

MAJOR CARSON'S ADDRESS.

(Concluded from page 44.)

should be borne in mind that the individual purchasing power in many foreign countries is very limited. In some countries of Europe it is not an uncommon thing for a woman to purchase for family use a quarter or a half pound of pork or other meat, and for the simple reason that her purchasing power does not extend beyond that quantity. It would therefore be wise to keep this important fact in mind and make your packages in size and form to meet such conditions. I believe it would be helpful if the Interstate Cotton Seed Crushers' Association would have prepared a number of complete sets of samples of cotton seed products for exhibition in foreign countries. These should be put up to meet the conditions that obtain in the markets sought, carried from point to point wherever opportunity offers for their exhibition, and should be accompanied by competent agents who could explain the composition, merits and utility of the products. In preparing samples for exhibition and for sale abroad, labels on packages should be printed in the language of the country in which exhibited, and all literature in relation to the products should be likewise printed in foreign languages. There are abundant opportunities offering for work of this character. In some of the cities of Continental Europe, and particularly Paris and Berlin, there exist commercial organizations whose membership is composed of Americans engaged in international trade and whose sympathies and influences are naturally in the direction of the United States. Through these commercial organizations the Interstate Cotton Seed Crushers' Association could doubtless arrange for placing cotton seed products on exhibition at the industrial expositions that are regularly held in different sections of the several western European countries.

In this manner the people would be made familiar with your products, and their quality, and the lower prices for which they can be sold compared with olive oil, would insure for them a fair share of popular favor. At the request of leading members of this Association the Bureau of Manufactures caused interrogatories to be sent to consular officers relating to the consumption of cotton seed products in European markets, and the result of this effort will be found in the volume just issued by the bureau and to which I have alluded. Moreover, at the instance of the Association Secretary Straus appointed a man of your own selection to visit foreign markets for the purpose of making inquiries and of securing information that will enable you to enlarge your sales abroad. But these efforts by the Government will be futile unless supplemented by vigorous action on your part. The Government agents can collect needful information, describe conditions, and prepare the way for reaching foreign markets, but the occupation of those markets and the successful holding of them must depend upon the individual and collective enterprise of American producers, deliberately and sagaciously planned, and pushed with characteristic American persistency and pluck.

